

Form **990**Department of the Treasury
Internal Revenue Service**Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

OMB No. 1545-0047

2011Open to Public
Inspection

▶ The organization may have to use a copy of this return to satisfy state reporting requirements.

A For the 2011 calendar year, or tax year beginning **APR 1, 2011** and ending **MAR 31, 2012****B** Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Terminated
☐ Amended return
☐ Application pending

C Name of organization**THE LAND TRUST FOR TENNESSEE, INC.**

Doing Business As

Number and street (or P.O. box if mail is not delivered to street address)

209 10TH AVENUE SOUTH

Room/suite

511

City or town, state or country, and ZIP + 4

NASHVILLE, TN 37203**F** Name and address of principal officer: **JEAN C. NELSON**
SAME AS C ABOVE**D** Employer identification number**62-1770549****E** Telephone number**(615) 244-5263****G** Gross receipts \$**6,540,184.****H(a)** Is this a group return for affiliates? ☐ Yes ☒ No**H(b)** Are all affiliates included? ☐ Yes ☐ No

If "No," attach a list. (see instructions)

H(c) Group exemption number ▶**I** Tax-exempt status: ☒ 501(c)(3) ☐ 501(c)() (insert no.) ☐ 4947(a)(1) or ☐ 527**J** Website: **WWW.LANDTRUSTTN.ORG****K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶**L** Year of formation: **1999** **M** State of legal domicile: **TN****Part I Summary**

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: **TO PRESERVE THE UNIQUE CHARACTER OF TENNESSEE'S NATURAL AND HISTORIC LANDSCAPES AND SITES FOR FUTURE****2** Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.**3** Number of voting members of the governing body (Part VI, line 1a) **3** **33****4** Number of independent voting members of the governing body (Part VI, line 1b) **4** **33****5** Total number of individuals employed in calendar year 2011 (Part V, line 2a) **5** **24****6** Total number of volunteers (estimate if necessary) **6** **150****7a** Total unrelated business revenue from Part VIII, column (C), line 12 **7a** **0.****b** Net unrelated business taxable income from Form 990-T, line 34 **7b** **0.**

Revenue

8 Contributions and grants (Part VIII, line 1h) **Prior Year** **5,804,514.** **Current Year** **6,396,229.****9** Program service revenue (Part VIII, line 2g) **0.** **0.****10** Investment income (Part VIII, column (A), lines 3, 4, and 7d) **20,686.** **13,755.****11** Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) **<23,578.>** **<39,277.>****12** Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) **5,801,622.** **6,370,707.**

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1-3) **0.** **0.****14** Benefits paid to or for members (Part IX, column (A), line 4) **0.** **0.****15** Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) **794,465.** **1,032,856.****16a** Professional fundraising fees (Part IX, column (A), line 11e) **0.** **0.****b** Total fundraising expenses (Part IX, column (D), line 25) **201,172.****17** Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) **1,603,459.** **1,217,228.****18** Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) **2,397,924.** **2,250,084.****19** Revenue less expenses. Subtract line 18 from line 12 **3,403,698.** **4,120,623.**

Net Assets or Fund Balances

20 Total assets (Part X, line 16) **Beginning of Current Year** **11,962,136.** **End of Year** **16,098,727.****21** Total liabilities (Part X, line 26) **50,327.** **66,295.****22** Net assets or fund balances. Subtract line 21 from line 20 **11,911,809.** **16,032,432.****Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign
Here

Signature of officer

Date

JEAN C. NELSON, PRESIDENT & EXECUTIVE DIRECTOR

Type or print name and title

Paid

Print/Type preparer's name

Preparer's signature

Date

Check ☐ if self-employed

PTIN

EDMOND DUNLAVY**11/14/12****P00317384**

Preparer

Firm's name ▶ **KRAFTCPAS PLLC**Firm's EIN ▶ **62-0713250**

Use Only

Firm's address ▶ **555 GREAT CIRCLE ROAD**
NASHVILLE, TN 37228Phone no. **615-242-7351**

May the IRS discuss this return with the preparer shown above? (see instructions)

☒ Yes ☐ No

132001 01-23-12 LHA For Paperwork Reduction Act Notice, see the separate instructions.

Form **990** (2011)**SEE SCHEDULE O FOR ORGANIZATION MISSION STATEMENT CONTINUATION**

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response to any question in this Part III ☒ **X**

- 1 Briefly describe the organization's mission:

TO PRESERVE THE UNIQUE CHARACTER OF TENNESSEE'S NATURAL AND HISTORIC LANDSCAPES AND SITES FOR FUTURE GENERATIONS.

- 2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

- 3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

- 4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ **1,983,837.** including grants of \$) (Revenue \$ **13,755.**)
DURING FY12, IN FURTHERANCE OF OUR MISSION, THE LAND TRUST PROTECTED 6,420 ACRES OF LAND THROUGHOUT TENNESSEE THROUGH 38 INDIVIDUAL PROJECTS IN 21 COUNTIES. PROTECTED LANDS INCLUDED WORKING FARMS AND FORESTS, RECREATIONAL LANDS- BOTH PRIVATE AND PUBLIC, SCENIC VIEWSHEDS, WILDLIFE HABITAT AND LANDS WITH ECOLOGICAL SIGNIFICANCE, LANDS CONTAINING SIGNIFICANT WATER RESOURCES AS WELL AS URBAN OPEN SPACES. PROPERTIES WERE PROTECTED THROUGH DONATED CONSERVATION EASEMENTS, PURCHASED CONSERVATION EASEMENTS AND THROUGH PARTNERSHIPS WITH THE STATE OF TENNESSEE AND OTHER PARTNERS. THE LAND TRUST ALSO SUCCESSFULLY MANAGED, MONITORED AND ENFORCED ALL PREVIOUSLY EXISTING CONSERVATION EASEMENTS AND PROPERTIES. THIS BRINGS THE TOTAL NUMBER OF LAND PROTECTION PROJECTS COMPLETED BY THE LAND TRUST TO 224, PROTECTING OVER 66,286

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

- 4d** Other program services (Describe in Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses **1,983,837.**

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	1 X	
2 Is the organization required to complete Schedule B, Schedule of Contributors?	2 X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>	3	X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	4 X	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>	5	X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>	6	X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>	7 X	
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>	8	X
9 Did the organization report an amount in Part X, line 21; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>	9	X
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>	10 X	
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	11a X	
b Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>	11b	X
c Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>	11c	X
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>	11d	X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	11e X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	11f	X
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI, XII, and XIII</i>	12a X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional</i>	12b	X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>	13	X
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>	14b	X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the United States? <i>If "Yes," complete Schedule F, Parts II and IV</i>	15	X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? <i>If "Yes," complete Schedule F, Parts III and IV</i>	16	X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>	17	X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	18 X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>	19	X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>	20a	X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	

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Part IV Checklist of Required Schedules (continued)

	Yes	No
21 Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X
22 Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>		X
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>		X
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25</i>		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>		X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>		X
26 Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>		X
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>		X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		X
b A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		X
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>		X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	X	
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	X	
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>		X
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>		X
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>		X
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>		X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19?	X	

Note. All Form 990 filers are required to complete Schedule O

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Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response to any question in this Part V ☐

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	35	
1b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	0	
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	X	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	24	
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)	X	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		X
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		X
b	If "Yes," enter the name of the foreign country: See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		X
c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
7	Organizations that may receive deductible contributions under section 170(c).		
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	X	
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	X	
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		X
d	If "Yes," indicate the number of Forms 8282 filed during the year		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		
9	Sponsoring organizations maintaining donor advised funds.		
a	Did the organization make any taxable distributions under section 4966?		
b	Did the organization make a distribution to a donor, donor advisor, or related person?		
10	Section 501(c)(7) organizations. Enter:		
a	Initiation fees and capital contributions included on Part VIII, line 12		
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities		
11	Section 501(c)(12) organizations. Enter:		
a	Gross income from members or shareholders		
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)		
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans		
c	Enter the amount of reserves on hand		
14a	Did the organization receive any payments for indoor tanning services during the tax year?		X
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		

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Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI

☒**Section A. Governing Body and Management**

	1a	1b	Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.	33			
b Enter the number of voting members included in line 1a, above, who are independent		33		
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?			2	X
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?			3	X
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?			4	X
5 Did the organization become aware during the year of a significant diversion of the organization's assets?			5	X
6 Did the organization have members or stockholders?			6	X
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?			7a	X
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?			7b	X
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a The governing body?			8a	X
b Each committee with authority to act on behalf of the governing body?			8b	X
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O			9	X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10a Did the organization have local chapters, branches, or affiliates?		X
b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
10b		
11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	X	
b Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
11b		
12a Did the organization have a written conflict of interest policy? If "No," go to line 13	X	
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	X	
12b		
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	X	
12c		
13 Did the organization have a written whistleblower policy?	X	
14 Did the organization have a written document retention and destruction policy?	X	
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a The organization's CEO, Executive Director, or top management official	X	
15a		
b Other officers or key employees of the organization	X	
15b		
If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).		
16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		X
16a		
b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		
16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed **TN**

18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
☐ Own website ☒ Another's website ☒ Upon request

19 Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization: **JANET HENDERSON - (615) 244-5263**
209 10TH AVENUE SOUTH #511, NASHVILLE, TN 37203

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent ContractorsCheck if Schedule O contains a response to any question in this Part VII ☐**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees****1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former** directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) ANN TIDWELL DIRECTOR	1.00	X						0.	0.	0.
(2) ALICE HOOKER DIRECTOR	1.00	X						0.	0.	0.
(3) BRAD SOUTHERN DIRECTOR	1.00	X						0.	0.	0.
(4) BYRON TRAUGER DIRECTOR	1.00	X						0.	0.	0.
(5) CHARLIE TROST DIRECTOR	1.00	X						0.	0.	0.
(6) CHRIS CIGARRAN DIRECTOR	1.00	X						0.	0.	0.
(7) DEBBIE FRANK DIRECTOR	1.00	X						0.	0.	0.
(8) DONALD TAYLOR DIRECTOR	1.00	X						0.	0.	0.
(9) DOUG CAMERON DIRECTOR	1.00	X						0.	0.	0.
(10) ELLEN MOORE DIRECTOR	1.00	X						0.	0.	0.
(11) EMILY MCALISTER DIRECTOR	1.00	X						0.	0.	0.
(12) G. WILLIAM COBLE DIRECTOR	1.00	X						0.	0.	0.
(13) GENTRY BARDEN DIRECTOR	1.00	X						0.	0.	0.
(14) GREG VITAL DIRECTOR	1.00	X						0.	0.	0.
(15) JENNIE RENWICK DIRECTOR	1.00	X						0.	0.	0.
(16) MICHELLE HAYNES DIRECTOR	1.00	X						0.	0.	0.
(17) MARY BROCKMAN DIRECTOR	1.00	X						0.	0.	0.

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) MARTIN BROWN, JR. DIRECTOR	1.00	X						0.	0.	0.
(19) RICHARD BOVENDER DIRECTOR	1.00	X						0.	0.	0.
(20) RIDLEY WILLS II DIRECTOR	1.00	X						0.	0.	0.
(21) ROB MCNEILLY DIRECTOR	1.00	X						0.	0.	0.
(22) ROBERT JOHNSTON DIRECTOR	1.00	X						0.	0.	0.
(23) SALLY HUSTON DIRECTOR	1.00	X						0.	0.	0.
(24) STEVEN MASON DIRECTOR	1.00	X						0.	0.	0.
(25) WARNER BASS DIRECTOR	1.00	X						0.	0.	0.
(26) ESLICK DANIEL BOARD CHAIR	10.00	X		X				0.	0.	0.
1b Sub-total								0.	0.	0.
c Total from continuation sheets to Part VII, Section A								87,040.	0.	9,443.
d Total (add lines 1b and 1c)								87,040.	0.	9,443.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **0**

- 3 Did the organization list any **former** officer, director, or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual **3**
- 4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual **4**
- 5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person **5**

	Yes	No
3		X
4		X
5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
THE CONSERVATION FUND, 1655 N. FORT MYER DR., STE 130, ARLINGTON, VA	PARTNER FIERY GIZZARD ACQUISITION	587,726.

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **1**

SEE PART VII, SECTION A CONTINUATION SHEETS

Form 990 (2011)

Part VIII Statement of Revenue

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c	125,937.				
	d Related organizations	1d					
	e Government grants (contributions)	1e	28,600.				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	6,241,692.				
	g Noncash contributions included in lines 1a-1f: \$		180,936.				
	h Total. Add lines 1a-1f			6,396,229.			
Program Service Revenue	2 a _____		Business Code				
	b _____						
	c _____						
	d _____						
	e _____						
	f All other program service revenue						
	g Total. Add lines 2a-2f						
	Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			13,755.		
4 Income from investment of tax-exempt bond proceeds							
5 Royalties							
6 a Gross rents		(i) Real	(ii) Personal				
b Less: rental expenses							
c Rental income or (loss)							
d Net rental income or (loss)							
7 a Gross amount from sales of assets other than inventory		(i) Securities	(ii) Other				
b Less: cost or other basis and sales expenses							
c Gain or (loss)							
d Net gain or (loss)							
8 a Gross income from fundraising events (not including \$ 125,937. of contributions reported on line 1c). See Part IV, line 18		a		130,200.			
b Less: direct expenses		b		169,477.			
c Net income or (loss) from fundraising events				<39,277.>			<39,277.>
9 a Gross income from gaming activities. See Part IV, line 19		a					
b Less: direct expenses	b						
c Net income or (loss) from gaming activities							
10 a Gross sales of inventory, less returns and allowances	a						
b Less: cost of goods sold	b						
c Net income or (loss) from sales of inventory							
Miscellaneous Revenue			Business Code				
11 a _____							
b _____							
c _____							
d All other revenue							
e Total. Add lines 11a-11d							
12 Total revenue. See instructions.				6,370,707.	0.	0.	<25,522.>

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Check if Schedule O contains a response to any question in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the United States. See Part IV, line 21				
2 Grants and other assistance to individuals in the United States. See Part IV, line 22				
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	96,483.	67,538.	9,648.	19,297.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	799,111.	669,915.	28,725.	100,471.
8 Pension plan accruals and contributions (include section 401(k) and section 403(b) employer contributions)	13,360.	11,001.	572.	1,787.
9 Other employee benefits	49,506.	40,765.	2,121.	6,620.
10 Payroll taxes	74,396.	61,259.	3,188.	9,949.
11 Fees for services (non-employees):				
a Management				
b Legal	69,563.	69,563.		
c Accounting	18,956.	13,245.	2,068.	3,643.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other	16,045.	9,252.	2,452.	4,341.
12 Advertising and promotion				
13 Office expenses	22,186.	17,232.	1,669.	3,285.
14 Information technology				
15 Royalties				
16 Occupancy	86,528.	66,729.	7,101.	12,698.
17 Travel				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	19,346.	13,504.	2,112.	3,730.
23 Insurance	13,690.	9,822.	1,398.	2,470.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a EASEMENT & LAND ACQUISITION	588,096.	588,096.	0.	0.
b TRANSACTION ASSISTANCE	109,034.	109,034.	0.	0.
c IMPAIRMENT OF REAL ESTATE	92,500.	92,500.	0.	0.
d GLEN LEVEN ESTATE PROPE	60,701.	60,701.	0.	0.
e All other expenses	120,583.	83,681.	4,021.	32,881.
25 Total functional expenses. Add lines 1 through 24e	2,250,084.	1,983,837.	65,075.	201,172.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here ☐ if following SOP 98-2 (ASC 958-720)

Part X Balance Sheet

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	3,420,709.	1	6,289,405.
	2 Savings and temporary cash investments		2	
	3 Pledges and grants receivable, net	170,099.	3	644,997.
	4 Accounts receivable, net	1,997,742.	4	67,360.
	5 Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6 Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges	12,118.	9	19,966.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 9,183,945.		
	b Less: accumulated depreciation	10b 108,466.	10c	9,075,479.
	11 Investments - publicly traded securities		11	
	12 Investments - other securities. See Part IV, line 11		12	
	13 Investments - program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	1,520.	15	1,520.
16 Total assets. Add lines 1 through 15 (must equal line 34)	11,962,136.	16	16,098,727.	
Liabilities	17 Accounts payable and accrued expenses	48,807.	17	64,775.
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	1,520.	25	1,520.
	26 Total liabilities. Add lines 17 through 25	50,327.	26	66,295.
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	6,078,820.	27	8,664,063.
	28 Temporarily restricted net assets	5,832,989.	28	7,368,369.
	29 Permanently restricted net assets		29	
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 30 through 34.			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building, or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
	33 Total net assets or fund balances	11,911,809.	33	16,032,432.
34 Total liabilities and net assets/fund balances	11,962,136.	34	16,098,727.	

Form 990 (2011)

Part XI Reconciliation of Net AssetsCheck if Schedule O contains a response to any question in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	6,370,707.
2	Total expenses (must equal Part IX, column (A), line 25)	2	2,250,084.
3	Revenue less expenses. Subtract line 2 from line 1	3	4,120,623.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	11,911,809.
5	Other changes in net assets or fund balances (explain in Schedule O)	5	0.
6	Net assets or fund balances at end of year. Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	16,032,432.

Part XII Financial Statements and ReportingCheck if Schedule O contains a response to any question in this Part XII ☒

	Yes	No
1 Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant?		X
b Were the organization's financial statements audited by an independent accountant?	X	
c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.	X	
d If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both: <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		
3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		X
b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.		

Form 990 (2011)

Department of the Treasury
Internal Revenue Service

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

THE LAND TRUST FOR TENNESSEE, INC.

Employer identification number
62-1770549

Part I	Reason for Public Charity Status (All organizations must complete this part.) See instructions.
---------------	--------------------------------------------------------------------------------------------------------

The organization is not a private foundation because it is: (For lines 1 through 11, check only one box.)

- 1 ☐ A church, convention, churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E.)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions - subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

10 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

11 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2). See **section 509(a)(3).** Check the box that describes the type of supporting organization and complete lines 11e through 11h.

a ☐ Type I b ☐ Type II c ☐ Type III - Functionally integrated d ☐ Type III - Other

e ☐ By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2).

f If the organization received a written determination from the IRS that it is a Type I, Type II, or Type III supporting organization, check this box ☐

g Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?

(i) A person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the supported organization? _____

(ii) A family member of a person described in (i) above? _____

(iii) A 35% controlled entity of a person described in (i) or (ii) above? _____

h Provide the following information about the supported organization(s).

[illegible]

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule A (Form 990 or 990-EZ) 2011

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	1826120.	1205685.	1690433.	2654514.	3596229.	10972981.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3	1826120.	1205685.	1690433.	2654514.	3596229.	10972981.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						1294715.
6 Public support. Subtract line 5 from line 4.						9678266.

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
7 Amounts from line 4	1826120.	1205685.	1690433.	2654514.	3596229.	10972981.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	49,780.	17,200.	5,628.	20,686.	13,755.	107,049.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
11 Total support. Add lines 7 through 10						11080030.
12 Gross receipts from related activities, etc. (see instructions)					12	1,629,900.

13 **First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2011 (line 6, column (f) divided by line 11, column (f))	14	87.35 %
15 Public support percentage from 2010 Schedule A, Part II, line 14	15	88.58 %
16a 33 1/3% support test - 2011. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization <input checked="" type="checkbox"/>		
b 33 1/3% support test - 2010. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization <input type="checkbox"/>		
17a 10% -facts-and-circumstances test - 2011. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization <input type="checkbox"/>		
b 10% -facts-and-circumstances test - 2010. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization <input type="checkbox"/>		
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions <input type="checkbox"/>		

Schedule A (Form 990 or 990-EZ) 2011

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public support (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
13 Total support (Add lines 9, 10c, 11, and 12.)						

14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2011 (line 8, column (f) divided by line 13, column (f))	15		%
16 Public support percentage from 2010 Schedule A, Part III, line 15	16		%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2011 (line 10c, column (f) divided by line 13, column (f))	17		%
18 Investment income percentage from 2010 Schedule A, Part III, line 17	18		%

19a 33 1/3% support tests - 2011. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

b 33 1/3% support tests - 2010. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Schedule B(Form 990, 990-EZ,
or 990-PF)Department of the Treasury
Internal Revenue Service**Schedule of Contributors**

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.

OMB No. 1545-0047

2011

Name of the organization

THE LAND TRUST FOR TENNESSEE, INC.

Employer identification number

62-1770549

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

☒ 501(c)(3) (enter number) organization☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation☐ 527 political organization

Form 990-PF

☐ 501(c)(3) exempt private foundation☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation☐ 501(c)(3) taxable private foundationCheck if your organization is covered by the **General Rule** or a **Special Rule**.**Note.** Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.**General Rule**☐ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II.**Special Rules**☒ For a section 501(c)(3) organization filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi) and received from any one contributor, during the year, a contribution of the greater of (1) \$5,000 or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h, or (ii) Form 990-EZ, line 1. Complete Parts I and II.☐ For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 for use *exclusively* for religious, charitable, scientific, literary, or educational purposes, or the prevention of cruelty to children or animals. Complete Parts I, II, and III.☐ For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions for use *exclusively* for religious, charitable, etc., purposes, but these contributions did not total to more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Do not complete any of the parts unless the **General Rule** applies to this organization because it received nonexclusively religious, charitable, etc., contributions of \$5,000 or more during the year. ▶ \$ _____**Caution.** An organization that is not covered by the General Rule and/or the Special Rules does not file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on Part I, line 2 of its Form 990-PF, to certify that it does not meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).**LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990, 990-EZ, or 990-PF. Schedule B (Form 990, 990-EZ, or 990-PF) (2011)**

Name of organization

Employer identification number

THE LAND TRUST FOR TENNESSEE, INC.

62-1770549

Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
<u>1</u>		\$ <u>142,000.</u>	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
<u>2</u>		\$ <u>321,415.</u>	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
<u>3</u>	<u>N</u>	\$ <u>2,872,910.</u>	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
<u>4</u>		\$ <u>283,490.</u>	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
<u>5</u>		\$ <u>250,000.</u>	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
<u>6</u>		\$ <u>165,000.</u>	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input checked="" type="checkbox"/> (Complete Part II if there is a noncash contribution.)

Employer identification number

62-1770549

Part II

Schedule B (Form 990) 2008 E7-000 DE (0014)

Name of organization

Employer identification number

THE LAND TRUST FOR TENNESSEE, INC.**62-1770549**

Part III Exclusively religious, charitable, etc., individual contributions to section 501(c)(7), (8), or (10) organizations that total more than \$1,000 for the year. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this information once.) ▶ \$

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

OMB No. 1545-0047

2011

**Open to Public
Inspection**

▶ **Complete if the organization is described below.** ▶ **Attach to Form 990 or Form 990-EZ.**

▶ **See separate instructions.**

If the organization answered "Yes" to Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes" to Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes" to Form 990, Part IV, line 5 (Proxy Tax), or Form 990-EZ, Part V, line 35c (Proxy Tax), then

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization THE LAND TRUST FOR TENNESSEE, INC.	Employer identification number 62-1770549
-------------------------------------------------------------------	-----------------------------------------------------

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.

2 Political expenditures ▶ \$

3 Volunteer hours ▶

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$

2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ☐ Yes ☐ No

4a Was a correction made? ☐ Yes ☐ No

b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527

exempt function activities ▶ \$

3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL,

line 17b ▶ \$

4 Did the filing organization file **Form 1120-POL** for this year? ☐ Yes ☐ No

5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule C (Form 990 or 990-EZ) 2011

LHA

132041
01-27-12

Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A** Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B** Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures
 (The term "expenditures" means amounts paid or incurred.)

(a) Filing organization's totals	(b) Affiliated group totals
----------------------------------	-----------------------------

- 1a** Total lobbying expenditures to influence public opinion (grass roots lobbying)
- b** Total lobbying expenditures to influence a legislative body (direct lobbying)
- c** Total lobbying expenditures (add lines 1a and 1b)
- d** Other exempt purpose expenditures
- e** Total exempt purpose expenditures (add lines 1c and 1d)
- f** Lobbying nontaxable amount. Enter the amount from the following table in both columns.

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
Not over \$500,000	20% of the amount on line 1e.
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.
Over \$17,000,000	\$1,000,000.

- g** Grassroots nontaxable amount (enter 25% of line 1f)
- h** Subtract line 1g from line 1a. If zero or less, enter -0-
- i** Subtract line 1f from line 1c. If zero or less, enter -0-
- j** If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ Yes ☐ No

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f on page 4.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Schedule C (Form 990 or 990-EZ) 2011

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response to lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.

	(a)		(b)
	Yes	No	Amount
1 During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?	X		
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?	X		
c Media advertisements?		X	
d Mailings to members, legislators, or the public?		X	
e Publications, or published or broadcast statements?		X	
f Grants to other organizations for lobbying purposes?		X	
g Direct contact with legislators, their staffs, government officials, or a legislative body?	X		1,229.
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?		X	
i Other activities?		X	
j Total. Add lines 1c through 1i			1,229.
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?		X	
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1	
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	
3 Did the organization agree to carry over lobbying and political expenditures from the prior year?	3	

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1 Dues, assessments and similar amounts from members	1	
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	
b Carryover from last year	2b	
c Total	2c	
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5 Taxable amount of lobbying and political expenditures (see instructions)	5	

Part IV Supplemental Information

Complete this part to provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A; and Part II-B, line 1. Also, complete this part for any additional information.

SCHEDULE D
(Form 990)Department of the Treasury
Internal Revenue Service**Supplemental Financial Statements**▶ Complete if the organization answered "Yes," to Form 990,
Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No. 1545-0047

2011Open to Public
Inspection

Name of the organization

THE LAND TRUST FOR TENNESSEE, INC.

Employer identification number

62-1770549

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate contributions to (during year)		
3 Aggregate grants from (during year)		
4 Aggregate value at end of year		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?		<input type="checkbox"/> Yes <input type="checkbox"/> No
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?		<input type="checkbox"/> Yes <input type="checkbox"/> No

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

<input checked="" type="checkbox"/> Preservation of land for public use (e.g., recreation or education)	<input checked="" type="checkbox"/> Preservation of an historically important land area
<input checked="" type="checkbox"/> Protection of natural habitat	<input type="checkbox"/> Preservation of a certified historic structure
<input checked="" type="checkbox"/> Preservation of open space	

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

	Held at the End of the Tax Year
a Total number of conservation easements	2a 218
b Total acreage restricted by conservation easements	2b 65,177.00
c Number of conservation easements on a certified historic structure included in (a)	2c 0
d Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ 1

4 Number of states where property subject to conservation easement is located ▶ 1

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☒ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year ▶ 912

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ \$ 29,082.

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?

☒ Yes ☐ No

9 In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenues included in Form 990, Part VIII, line 1

▶ \$

(ii) Assets included in Form 990, Part X

▶ \$

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:

a Revenues included in Form 990, Part VIII, line 1

▶ \$

b Assets included in Form 990, Part X

▶ \$

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):

- a ☐ Public exhibition
 b ☐ Scholarly research
 c ☐ Preservation for future generations
 d ☐ Loan or exchange programs
 e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIV and complete the following table:

c Beginning balance

d Additions during the year

e Distributions during the year

f Ending balance

	Amount
1c	
1d	
1e	
1f	

2a Did the organization include an amount on Form 990, Part X, line 21? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIV.

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	1,984,910.	871,824.	705,024.	614,669.	
b Contributions	2,503,450.	1,101,530.	164,370.	102,065.	
c Net investment earnings, gains, and losses	5,594.	11,556.	2,430.	6,290.	
d Grants or scholarships					
e Other expenditures for facilities and programs				18,000.	
f Administrative expenses					
g End of year balance	4,493,954.	1,984,910.	871,824.	705,024.	

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment ☒ 100.00 %

b Permanent endowment ☐ %

c Temporarily restricted endowment ☐ %

The percentages in lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

(i) unrelated organizations

(ii) related organizations

	Yes	No
3a(i)		X
3a(ii)		X
3b		

b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?

4 Describe in Part XIV the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		9,015,988.		9,015,988.
b Buildings				
c Leasehold improvements				
d Equipment		167,957.	108,466.	59,491.
e Other				
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				9,075,479.

Schedule D (Form 990) 2011

Part VII Investments - Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. (Col (b) must equal Form 990, Part X, col (B) line 12.) ▶		

Part VIII Investments - Program Related. See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. (Col (b) must equal Form 990, Part X, col (B) line 13.) ▶		

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 15.) ▶	

Part X Other Liabilities. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) FUNDS HELD ON BEHALF OF OTHERS	1,520.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25.) ▶	

FIN 48 (ASC 740) Footnote. In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740).

Part XI Reconciliation of Change in Net Assets from Form 990 to Audited Financial Statements

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	6,370,707.
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	2,250,084.
3	Excess or (deficit) for the year. Subtract line 2 from line 1	3	4,120,623.
4	Net unrealized gains (losses) on investments	4	
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV.)	8	
9	Total adjustments (net). Add lines 4 through 8	9	
10	Excess or (deficit) for the year per audited financial statements. Combine lines 3 and 9	10	4,120,623.

Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements	1	6,507,352.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains on investments	2a	
b	Donated services and use of facilities	2b	72,269.
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV.)	2d	169,477.
e	Add lines 2a through 2d	2e	241,746.
3	Subtract line 2e from line 1	3	6,265,606.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV.)	4b	105,101.
c	Add lines 4a and 4b	4c	105,101.
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	5	6,370,707.

Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements	1	2,386,729.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	72,269.
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV.)	2d	169,477.
e	Add lines 2a through 2d	2e	241,746.
3	Subtract line 2e from line 1	3	2,144,983.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV.)	4b	105,101.
c	Add lines 4a and 4b	4c	105,101.
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	5	2,250,084.

Part XIV Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, line 8; Part XII, lines 2d and 4b; and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.

PART II, LINE 5: EASEMENT MONITORING:

MONITORING IS THE REGULAR AND SYSTEMATIC GATHERING OF INFORMATION ABOUT A
 CONSERVED PROPERTY TO DETECT CHANGES AND TO ENSURE THAT THE PROPERTY IS
 BEING USED IN ACCORDANCE WITH THE RESTRICTIONS PLACED ON IT AND/OR
 MANAGEMENT PLAN. EACH PROPERTY, WHETHER PROTECTED BY A CONSERVATION
 EASEMENT OR OWNED BY LTTN (THE LAND TRUST FOR TENNESSEE), WILL BE
 MONITORED AT LEAST ONCE ANNUALLY IN A MANNER APPROPRIATE TO THE SIZE AND
 RESTRICTIONS OF THE PROPERTY. MONITORS MAY INCLUDE LTTN STAFF, BOARD OR

Part XIV Supplemental Information (continued)

COMMITTEE MEMBERS, TRAINED VOLUNTEERS AND RELEVANT PROFESSIONALS.

AT THE BEGINNING OF EACH CALENDAR YEAR, LTTN SENDS A LETTER TO EACH LANDOWNER NOTIFYING THEM OF THE UPCOMING MONITORING SEASON.

THE MONITOR FOLLOWS THE FOLLOWING BASIC STEPS FOR THE MONITORING VISIT:

1. CONTACT THE LANDOWNER TO INFORM HIM/HER OF THE VISIT AND TO INVITE THEM TO ACCOMPANY THE MONITOR.

2. PRIOR TO THE VISIT, REVIEW THE BASELINE DOCUMENTATION REPORT, PAST MONITORING REPORTS AND THE CONSERVATION EASEMENT OR THE MANAGEMENT PLAN, WHICHEVER IS APPLICABLE.

3. BRING CONSERVATION EASEMENT SUMMARY ON THE SITE VISIT TO USE AS A REFERENCE.

4. IF MONITOR IS A VOLUNTEER, COMPLETE THE STEWARDSHIP MONITOR RELEASE FORM.

5. INSPECT THE CONSERVED PROPERTY, EITHER FROM THE AIR OR ON THE GROUND. WHILE INSPECTING, TAKE NOTES AND PHOTOGRAPHS.

6. FILL OUT A STEWARDSHIP SITE VISIT MONITORING FORM PROVIDING A WRITTEN DOCUMENTATION OF WHAT WAS SEEN AND FILE IN THE PERMANENT STEWARDSHIP FILE.

IF NO ACTIVITIES THAT CONFLICT WITH THE CONSERVATION EASEMENT WERE FOUND ON THE MONITORING SITE VISIT, THEN A LAND PROTECTION STAFF MEMBER SENDS THE LANDOWNER A MONITORING COMPLIANCE LETTER.

IF THERE IS A SUSPECTED VIOLATION OF THE CONSERVATION EASEMENT, THEN THE FOLLOWING ENFORCEMENT OF EASEMENTS PROCEDURES ARE FOLLOWED.

ENFORCEMENT OF EASEMENTS:

LTTN IS COMMITTED TO PROTECTING THE CONSERVATION VALUES AND PURPOSES EMBODIED IN ITS CONSERVATION EASEMENTS. AS A GENERAL RULE, AND AT THE DISCRETION OF THE BOARD OF DIRECTORS, LTTN WILL ENFORCE THE TERMS OF ITS

Part XIV Supplemental Information (continued)

CONSERVATION EASEMENTS AND, CONSISTENT WITH SUCH TERMS, SEEK TO REMEDY VIOLATIONS THEREOF IN ORDER TO, AMONG OTHER THINGS, PROTECT THE CONSERVATION VALUES OF THE LAND, MAINTAIN PUBLIC CONFIDENCE IN LTTN'S MISSION, SUPPORT LTTN'S LEGAL AUTHORITY TO ENFORCE THE TERMS OF OTHER CONSERVATION EASEMENTS, PRESERVE THE TAX DEDUCTIBILITY OF DONATED EASEMENTS, AND MAINTAIN LTTN'S TAX-EXEMPT STATUS AS A CHARITABLE ORGANIZATION. IN CONNECTION WITH A STEWARD'S MONITORING OF A CONSERVATION EASEMENT, ANY SUSPECTED VIOLATION OF THE TERMS OF A CONSERVATION EASEMENT SHOULD BE RECORDED ON THE FORM AND IMMEDIATELY REPORTED TO THE STEWARDSHIP COORDINATOR. VIOLATIONS MAY ALSO BE REPORTED BY A RANDOM STAFF OBSERVATION OR BY AN UNRELATED THIRD PARTY, SUCH AS A NEIGHBOR, LOCAL GOVERNMENT AGENCY, OR OTHER COMMUNITY ORGANIZATION.

1. SUSPECTED VIOLATIONS, INCLUDING A DETAILED DESCRIPTION THEREOF, ARE RECORDED BY THE MONITORING STEWARD OR LTTN STAFF MEMBER RECEIVING NOTICE THEREOF. THE STEWARD OR STAFF MEMBER ARE, TO THE EXTENT POSSIBLE, TO DISCERN AND DOCUMENT WHETHER THE SUSPECTED VIOLATION HAS BEEN CAUSED BY THE LANDOWNER OR SOME OTHER PERSON. THE MONITORING STEWARD WILL REFRAIN FROM DISCUSSING THE SUSPECTED VIOLATION WITH THE LANDOWNER.

2. THE MONITORING STEWARD OR STAFF PERSON WILL IMMEDIATELY REPORT THE SUSPECTED VIOLATION TO THE STEWARDSHIP COORDINATOR, WHO, IN TURN, SHOULD IMMEDIATELY INFORM THE EXECUTIVE DIRECTOR AND OTHER APPROPRIATE MEMBERS OF LTTN STAFF.

3. THE STEWARDSHIP COORDINATOR OR DESIGNATED STAFF MEMBER THEN CONSULTS THE ORIGINAL TERMS OF THE CONSERVATION EASEMENT AND EVALUATES THE DOCUMENTATION REGARDING THE SUSPECTED VIOLATION. IN THE CASE OF A NON-STEWARD OBSERVER, THE STEWARDSHIP COORDINATOR WILL SCHEDULE A MONITORING VISIT WITH THE LANDOWNER TO INSPECT THE SITE OF THE SUSPECTED VIOLATION AND TAKE PHOTOGRAPHS (IF THE ONLY PHOTOGRAPHS TAKEN ARE

Part XIV Supplemental Information (continued)

DIGITAL, THEN THEY MAY NOT BE ACCEPTED IN COURT.) THIS PHYSICAL INSPECTION SHOULD BE PERFORMED BY THE STEWARDSHIP COORDINATOR, LAND PROTECTION DIRECTOR, EXECUTIVE DIRECTOR, A BOARD MEMBER, OR ANY COMBINATION THEREOF.

4. ALL DOCUMENTATION OF THE SUSPECTED VIOLATION (INCLUDING PHOTOGRAPHS, IF ANY) WILL BE RECORDED IN LTTN'S STEWARDSHIP FILES RELATING TO THE AFFECTED CONSERVATION EASEMENT.

5. UNLESS IT IS CLEAR THAT NO VIOLATION OF THE CONSERVATION EASEMENT HAS OCCURRED, THE STEWARDSHIP COORDINATOR WILL THEN DISCUSS POTENTIAL RESOLUTIONS WITH OTHER STAFF MEMBERS. IN ADDITION, THE LAND PROTECTION STAFF MAY DISCUSS POTENTIAL RESOLUTIONS WITH THE STEWARDSHIP COMMITTEE AND THE BOARD OF DIRECTORS WHEN APPROPRIATE.

6. THE STEWARDSHIP COORDINATOR WILL CONTACT THE LANDOWNER BY TELEPHONE TO EXPLAIN THE PROBLEM AND REQUEST A CORRECTION, REPLACEMENT AND/OR CESSATION OF ACTIVITY. THE LANDOWNER WILL BE GIVEN AN APPROPRIATE DEADLINE FOR COMPLIANCE AND NOTIFIED THAT A LETTER SUMMARIZING THE CONVERSATION WILL BE SENT IMMEDIATELY.

7. A FOLLOW-UP LETTER IS SENT TO THE LANDOWNER REITERATING ORAL EXPLANATIONS, REQUESTS AND THE COMPLIANCE DEADLINE. ALL CORRESPONDENCE RELATED TO A SUSPECTED VIOLATION SHOULD BE SENT CERTIFIED MAIL, RETURN RECEIPT REQUESTED WITH A COPY SENT TO LTTN'S ATTORNEY.

8. ON THE DAY OF THE COMPLIANCE DEADLINE, THE SITE OF THE VIOLATION WILL BE INSPECTED FOR COMPLIANCE BY THE STEWARDSHIP COORDINATOR OR EXECUTIVE DIRECTOR. IF THE VIOLATION HAS BEEN CORRECTED, THEN LTTN SENDS AN OFFICIAL LETTER TO THE LANDOWNER STATING THAT THE COMPLIANCE IS RECOGNIZED AND THANKING THEM FOR THEIR COOPERATION. IF THE VIOLATION HAS NOT BEEN RECTIFIED, THEN A SECOND LETTER IS SENT TO THE LANDOWNER RESTATING THE REQUIRED CORRECTION AND ESTABLISHING A NEW COMPLIANCE

Part XIV Supplemental Information (continued)

DEADLINE DATE. LTTN'S ATTORNEY SHOULD BE COPIED ON THIS LETTER AS WELL.

9. ON THE SECOND DEADLINE DATE, THE STEWARDSHIP COORDINATOR OR EXECUTIVE DIRECTOR WILL RE-INSPECT THE SITE OF THE VIOLATION. IF COMPLIANCE IS ACHIEVED THEN LTTN WILL SEND THE OFFICIAL LETTER TO THE LANDOWNER STATING THAT THE COMPLIANCE IS RECOGNIZED AND THANKING THEM FOR THEIR COOPERATION. IF ON THE SECOND DEADLINE, THE LANDOWNER REMAINS NON-COMPLIANT, THEN LTTN'S LEGAL COUNSEL, BOARD OF DIRECTORS, AND THE STEWARDSHIP COMMITTEE ARE CONTACTED TO DISCUSS POTENTIAL LEGAL ACTION.

10. WITH THE ADVICE OF LTTN'S LEGAL COUNSEL AND APPROVAL BY THE STEWARDSHIP COMMITTEE, LTTN MAY CONSIDER ENFORCEMENT OF THE EASEMENT THROUGH MEDIATION, ARBITRATION, LITIGATION, OR OTHER MEANS CONSISTENT WITH THE TERMS OF THE CONSERVATION EASEMENT. LTTN'S RESPONSE TO A VIOLATION SHOULD MATCH THE SEVERITY OF THE VIOLATION.

11. UNLESS OTHERWISE SPECIFIED BY THE BOARD OF DIRECTORS, LTTN'S EXECUTIVE DIRECTOR WILL ACT AS SPOKESPERSON WITH RESPECT TO THE VIOLATION WHEN AND IF THE MEDIA IS INVOLVED.

THE FOREGOING NOTWITHSTANDING, ANY DETERMINATION REGARDING WHETHER AND HOW TO ENFORCE A CONSERVATION EASEMENT IS WITHIN THE DISCRETION OF LTTN'S BOARD OF DIRECTORS, WHICH DISCRETION MAY BE EXERCISED ON A CASE-BY-CASE BASIS.

PART II, LINE 9: THE LAND TRUST FOR TENNESSEE VALUES EASEMENTS AT ZERO. A CONSERVATION EASEMENT PROVIDES THE LAND TRUST WITH NO AFFIRMATIVE RIGHTS EXCEPT TO MONITOR AND ENFORCE THE EASEMENT.

FINANCIAL STATEMENT FOOTNOTE: CONSERVATION EASEMENTS HELD BY THE ORGANIZATION ARE NOT RECOGNIZED AS ASSETS IN THE ACCOMPANYING FINANCIAL STATEMENTS. ASSETS ARE DEFINED AS PROBABLE FUTURE ECONOMIC BENEFITS OBTAINED OR CONTROLLED BY AN ENTITY; THE ORGANIZATION DOES NOT BELIEVE

Part XIV Supplemental Information (continued)

THAT THE EASEMENTS MEET THE DEFINITION CRITERIA. THE COST OF OBTAINING CONSERVATION EASEMENTS IS EXPENSED WHEN THE EASEMENT IS ACQUIRED.

PART V, LINE 4:

PART II, LINE 3: AMENDMENTS TO EASEMENTS:

1. HARLAN-BRUMFIELD CONSERVATION EASEMENT: AMENDMENT TO ADD 360 ADJACENT ACRES TO THE PROTECTED PROPERTY FOR A TOTAL OF 565 PROTECTED ACRES. THIS AMENDMENT INCREASED THE AMOUNT OF FRONTAGE ALONG THE CANEY FORK RIVER BY .9 ADDITIONAL MILES THEREBY INCREASING THE PROTECTION OF THE NATURAL RESOURCES ON THE PROPERTY.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

SPECIAL EVENT EXPENSES 169,477.

PART XII, LINE 4B - OTHER ADJUSTMENTS:

DIRECT DONOR BENEFITS 105,101.

PART XIII, LINE 2D - OTHER ADJUSTMENTS:

SPECIAL EVENT EXPENSES 169,477.

PART XIII, LINE 4B - OTHER ADJUSTMENTS:

DIRECT DONOR BENEFITS 105,101.

Department of the Treasury
Internal Revenue Service

Complete if the organization answered "Yes" to Form 990, Part IV, lines 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No. 1545-0047

2011

Open To Public Inspection

Name of the organization

THE LAND TRUST FOR TENNESSEE, INC.

Employer identification number
62-1770549

Fundraising Activities. Complete if the organization answered "Yes" to Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

- 1** Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a ☐ Mail solicitations
- b ☐ Internet and email solicitations
- c ☐ Phone solicitations
- d ☐ In-person solicitations
- e ☐ Solicitation of non-government grants
- f ☐ Solicitation of government grants
- g ☐ Special fundraising events

- 2 a** Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ Yes ☐ No
- b** If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
Total						

- 3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II Fundraising Events. Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1 ONCE IN A BLUE MOON	(b) Event #2 SOUTHEAST SUMMERTIME S	(c) Other events 1	(d) Total events (add col. (a) through col. (c))	
		(event type)	(event type)	(total number)		
Revenue	1	Gross receipts	198,598.	52,324.	5,215.	256,137.
	2	Less: Charitable contributions	89,798.	31,124.	5,015.	125,937.
	3	Gross income (line 1 minus line 2)	108,800.	21,200.	200.	130,200.
Direct Expenses	4	Cash prizes				
	5	Noncash prizes				
	6	Rent/facility costs	32,366.	9,607.	0.	41,973.
	7	Food and beverages	40,170.	19,065.	0.	59,235.
	8	Entertainment	7,550.	1,500.	0.	9,050.
	9	Other direct expenses	49,356.	9,863.	0.	59,219.
	10	Direct expense summary. Add lines 4 through 9 in column (d)				(169,477.)
11	Net income summary. Combine line 3, column (d), and line 10				<39,277.>	

Part III Gaming. Complete if the organization answered "Yes" to Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

Revenue		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Direct Expenses	1 Gross revenue				
	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	
	7 Direct expense summary. Add lines 2 through 5 in column (d)	▶			()
	8 Net gaming income summary. Combine line 1, column d, and line 7	▶			

9 Enter the state(s) in which the organization operates gaming activities: _____

a Is the organization licensed to operate gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain: _____

- 11 Does the organization operate gaming activities with nonmembers? ☐ Yes ☐ No
- 12 Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No
- 13 Indicate the percentage of gaming activity operated in:
- | | | |
|-------------------------------|-----|---|
| a The organization's facility | 13a | % |
| b An outside facility | 13b | % |
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ► _____

Address ► _____

- 15a Does the organization have a contract with a third party from whom the organization receives gaming revenue?
- ☐
- Yes
- ☐
- No

b If "Yes," enter the amount of gaming revenue received by the organization ► \$ _____ and the amount of gaming revenue retained by the third party ► \$ _____.

c If "Yes," enter name and address of the third party:

Name ► _____

Address ► _____

16 Gaming manager information:

Name ► _____

Gaming manager compensation ► \$ _____

Description of services provided ► _____

☐ Director/officer
☐ Employee
☐ Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ► \$ _____

Part IV **Supplemental Information.** Complete this part to provide the explanations required by Part I, line 2b, columns (iii) and (v), and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also complete this part to provide any additional information (see instructions).

SCHEDULE M
(Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

► **Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.**
► **Attach to Form 990.**

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Part I Types of Property

	(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1 Art - Works of art				
2 Art - Historical treasures				
3 Art - Fractional interests				
4 Books and publications				
5 Clothing and household goods				
6 Cars and other vehicles				
7 Boats and planes				
8 Intellectual property				
9 Securities - Publicly traded				
10 Securities - Closely held stock				
11 Securities - Partnership, LLC, or trust interests				
12 Securities - Miscellaneous				
13 Qualified conservation contribution - Historic structures				
14 Qualified conservation contribution - Other				
15 Real estate - Residential				
16 Real estate - Commercial				
17 Real estate - Other	X	1	165,000.	FMV
18 Collectibles				
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ► (<u>ALCOHOLIC BEV</u>)	X	2	14,536.	COST OF ITEM
26 Other ► (<u>PARTY SUPPLIE</u>)	X	1	600.	COST OF ITEM
27 Other ► (<u>ICE CREAM</u>)	X	1	300.	COST OF ITEM
28 Other ► (<u>SOFT DRINKS</u>)	X	1	300.	COST OF ITEM

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement

29

30a During the year, did the organization receive by contribution any property reported in Part I, lines 1-28 that it must hold for at least three years from the date of the initial contribution, and which is not required to be used for exempt purposes for the entire holding period?

b If "Yes," describe the arrangement in Part II.

31 Does the organization have a gift acceptance policy that requires the review of any non-standard contributions?

32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?

b If "Yes," describe in Part II.

33 If the organization did not report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.

	Yes	No
30a		X
31	X	
32a		X
33		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule M (Form 990) (2011)

Part II **Supplemental Information.** Complete this part to provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

PART I, OTHER TYPES OF PROPERTY:**LINENS**

(A) CHECK IF APPLICABLE = X

(B) NUMBER OF CONTRIBUTORS = 1

(C) REVENUE REPORTED ON FORM 990, PART VIII \$ 200.

(D) METHOD OF DETERMINING REVENUE: COST OF ITEM

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No. 1545-0047

2011

Open to Public
Inspection

Name of the organization

THE LAND TRUST FOR TENNESSEE, INC.

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FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

GENERATIONS.

FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS:

ACRES OF LAND THROUGHOUT THE TENNESSEE.

-IN FY12, THE LAND TRUST FOR TENNESSEE PROTECTED 6,420 ACRES THROUGH 38
INDIVIDUAL PROJECTS IN 21 COUNTIES THROUGHOUT TENNESSEE. HIGHLIGHTS
INCLUDE:

*IN THE WEST MEADE NEIGHBORHOOD IN WESTERN DAVIDSON COUNTY, WE
COMPLETED 7 EASEMENTS UNDER A COMMUNITY-DRIVEN CONSERVATION EFFORT.
THESE URBAN EASEMENTS, BOUND BY THE JOCELYN HOLLOW BRANCH, REPRESENT A
NEW FORM OF CONSERVATION FOR THE LAND TRUST. THOUGH THE EASEMENTS DO
NOT COVER THE ENTIRE PROPERTY, THESE CONTIGUOUS LANDOWNERS CAME
TOGETHER TO PROTECT THE WATER QUALITY AND STEEP SLOPES AND HILLSIDES OF
THEIR COMMUNITY

*IN A PUBLIC-PRIVATE PARTNERSHIP WITH METRO NASHVILLE-DAVIDSON
COUNTY, THE LAND TRUST IS CONTINUING TO MANAGE AN OPEN SPACE PROJECT
FOR DAVIDSON COUNTY. IN PARTNERSHIP WITH METRO NASHVILLE, WE PROTECTED
135 ACRES OF THE FORMER CORNELIA FORT AIRPARK IN THE HEART OF
NASHVILLE. THESE 135 ACRES WILL BE ADDED TO THE METRO PARK SYSTEM TO
BE INCORPORATED INTO SHELBY BOTTOMS PARK WHICH IS CELEBRATING ITS 100TH
ANNIVERSARY THIS YEAR.

*WE PROTECTED SEVERAL PROPERTIES CONTAINING CRITICAL FRONTAGE ON
WATERWAYS THROUGHOUT THE STATE, INCLUDING THE DUCK RIVER, THE CANEY
FORK RIVER, AND THE CUMBERLAND RIVER. WE ALSO WORKED ON A WETLAND
MITIGATION PROJECT IN HAWKINS COUNTY AND PROTECTED WETLAND HABITAT IN

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THE HEART OF HAMILTON COUNTY.

*IN PARTNERSHIP WITH THE BATTLE OF NASHVILLE HISTORICAL SOCIETY, WE WORKED TO PROTECT TWO BATTLE OF NASHVILLE SITES. THESE CIVIL WAR SITES, SHY HILL AND REDOUBT #1, ACT AS AN EDUCATIONAL AND HISTORICAL RESOURCE FOR THE REGION.

- WE COMPLETED OR REVISED INTERNAL CONSERVATION PLANNING FOR ALL OF OUR DESIGNATED PROJECT AREAS IN FURTHERANCE OF OUR STRATEGIC PLAN.

- AS PART OF OUR ANNUAL RESPONSIBILITIES, WE SUCCESSFULLY MONITORED ALL OF OUR CONSERVATION EASEMENTS AND FEE SIMPLE PROPERTIES DURING THE FISCAL YEAR.

- WE CONTINUED LEADERSHIP ROLE IN THE FARMLAND LEGACY PARTNERSHIP, MADE UP OF 13 AGENCIES, THAT SERVES AS AN AUTHORITATIVE RESOURCE FOR BOTH FARM LEVEL AND COMMUNITY PLANNING THAT PROMOTES THE PRESERVATION AND VIABILITY OF WORKING FARMS IN TENNESSEE. UNDER OUR LEADERSHIP, THE FARMLAND LEGACY PARTNERSHIP WAS THE WINNER OF THE 2011 GOVERNOR'S ENVIRONMENTAL STEWARDSHIP AWARD FOR EXCELLENCE IN AGRICULTURE OR FORESTRY.

-WE CONTINUED WORKING WITH PARTNERS INCLUDING USDA-NATURAL RESOURCES CONSERVATION SERVICE, THE HERITAGE FOUNDATION OF FRANKLIN AND WILLIAMSON COUNTY, CUMBERLAND REGION TOMORROW, TENNESSEE FARM BUREAU FEDERATION, THE TENNESSEE DEPARTMENT OF ENVIRONMENT AND CONSERVATION, TENNESSEE PRESERVATION TRUST, THE NATIONAL PARK SERVICE, UT AGRICULTURAL EXTENSION, THE DEPARTMENT OF AGRICULTURE, MIDDLE TENNESSEE STATE CENTER FOR HISTORIC PRESERVATION, COMMUNITY FOOD ADVOCATES, SLOW FOOD, THE BATTLE OF NASHVILLE PRESERVATION SOCIETY, THE FRIENDS OF WARNER PARKS, THE CONSERVATION FUND, THE FRIENDS OF RADNOR LAKE, THE FRIENDS OF THE SOUTH CUMBERLAND STATE PARK, GILES COUNTY FARMLAND TRUST, THE UNIVERSITY OF THE SOUTH, THE DEPARTMENT OF DEFENSE AT FORT

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CAMPBELL, TENNESSEE WILDLIFE RESOURCES AGENCY, NUMEROUS LOCAL WATERSHED ORGANIZATIONS, AND MANY MORE

- OUR STAFF PARTICIPATED IN THE FOLLOWING WORKING GROUPS: USDA-NRCS

TECHNICAL COMMITTEE, TENNESSEE WATER GROUP, FARMLAND LEGACY

PARTNERSHIP, FOREST LEGACY COMMITTEE, GREENWAYS TASKFORCE FOR

CHATTANOOGA, PRESERVATION AND CONSERVATION ALLIANCE AND NUMEROUS LOCAL FOOD AND AGRICULTURE COMMITTEES.

- SPEAKING ENGAGEMENTS AND OUTREACH

*WE PARTICIPATED IN OVER 30 SPEAKING ENGAGEMENTS AND EVENTS AROUND THE STATE, REACHING OVER 2,000 PEOPLE. OUR SPEAKING EVENTS EDUCATED LANDOWNERS, COMMUNITY MEMBERS, PROFESSIONALS AND OFFICIALS ABOUT OUR PROGRAMS AND CONSERVATION METHODS AND OPPORTUNITIES.

*WE PROVIDED INDIVIDUAL LAND CONSERVATION EDUCATION TO APPROXIMATELY 300 LANDOWNERS INTERESTED IN PROTECTING THEIR LANDS THROUGH EDUCATIONAL MATERIALS AND/OR INDIVIDUAL ON-SITE MEETINGS AND CONSULTATIONS.

- OUR ORGANIZATION ACTIVELY PROMOTED, FOR THE BENEFIT OF THE GENERAL PUBLIC, THE IMPORTANCE OF CONSERVATION AND THE ENHANCEMENT OF NATURAL AND CULTURAL RESOURCES IN TENNESSEE

FORM 990, PART VI, SECTION A, LINE 2: TWO OF OUR DIRECTORS WORK FOR THE SAME LAW FIRM, ONE OF WHICH IS A PARTNER IN THE FIRM AND THE OTHER DIRECTOR IS "OF COUNSEL".

FORM 990, PART VI, SECTION B, LINE 11: UPON RECEIPT OF THE FINAL FORM 990 IN ITS ENTIRETY FROM OUR TAX PREPARER, THE FINANCE/AUDIT COMMITTEE REVIEWS AND RECOMMENDS APPROVAL TO THE FULL BOARD OF DIRECTORS. THE FORM 990 IS THEN UPLOADED TO OUR WEBSITE ON A PASSWORD ENCRYPTED WEBPAGE AND

Name of the organization

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CORRESPONDENCE IS SENT TO THE ENTIRE BOARD ABOUT ITS AVAILABILITY FOR THEIR REVIEW. TEN DAYS AFTER FORM 990'S AVAILABILITY FOR BOARD MEMBER REVIEW, THE RETURN IS FILED WITH THE INTERNAL REVENUE SERVICE.

FORM 990, PART VI, SECTION B, LINE 12C: EACH YEAR STAFF, BOARD MEMBERS AND VOLUNTEERS FILL OUT A FORM DISCLOSING ANY OF THEIR RELATED PARTIES OR POTENTIAL CONFLICTS OF INTEREST AND THAT THEY HAVE A CLEAR UNDERSTANDING OF THE ORGANIZATION'S CONFLICT OF INTEREST POLICY. ALSO, EACH STAFF MEMBER, BOARD MEMBER AND VOLUNTEER IS EXPECTED TO DISCLOSE EITHER TO THE BOARD CHAIRMAN OR THE EXECUTIVE DIRECTOR ANY EXISTENCE OF ANY POTENTIAL CONFLICT OF INTEREST, TO ABSTAIN FROM PARTICIPATION IN ANY OF THE LAND TRUST'S DISCUSSIONS, TO ABSTAIN FROM WORKING ON THE TRANSACTION AND FROM VOTING ON THE TRANSACTION OR PROJECT GIVING RISE TO SUCH CONFLICT OF INTEREST.

FORM 990, PART VI, SECTION B, LINE 15: ON AN ANNUAL BASIS IN THE LAST QUARTER OF THE FISCAL YEAR, EACH EMPLOYEE IS FORMALLY REVIEWED BY THEIR SUPERVISOR. THE EXECUTIVE DIRECTOR'S (ED) COMPENSATION IS REVIEWED ANNUALLY BY THE EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS. THE REVIEW USES THE LATEST SALARY AND BENEFIT INFORMATION SURVEY CONDUCTED BY THE INDUSTRY, THE LAND TRUST ALLIANCE. THIS SURVEY IS PRESENTED TO THE COMMITTEE ALONG WITH AN ANALYSIS OF HOW EACH EMPLOYEE, INCLUDING THE EXECUTIVE DIRECTOR COMPENSATION, COMPARES TO THE NATION AS A WHOLE AND BY REGION. ANY FURTHER INFORMATION IS PROVIDED TO THE EXECUTIVE COMMITTEE AS REQUESTED. ANY CHANGE IN COMPENSATION APPROVED BY THE EXECUTIVE COMMITTEE ARE CONVEYED TO THE EXECUTIVE DIRECTOR AND FINANCE DIRECTOR FOR IMPLEMENTATION.

FORM 990, PART VI, SECTION C, LINE 19: OUR GOVERNING DOCUMENT IS REFERRED

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TO AS OUR STANDARDS AND PRACTICES WHICH CONTAINS ALL OF OUR GOVERNING DOCUMENTS INCLUDING THE CONFLICT OF INTEREST POLICY. THIS DOCUMENT ALONG WITH OUR FINANCIAL STATEMENTS ARE AVAILABLE TO THE PUBLIC UPON REQUEST. IN ADDITION WE ARE MEMBERS OF THE COMMUNITY FOUNDATION OF MIDDLE TENNESSEE'S GIVING MATTERS WHERE OUR ONLINE PROFILE IS AVAILABLE TO ANYONE WHICH INCLUDES DETAILED INFORMATION ABOUT OUR ORGANIZATION INCLUDING A LIST OF OUR BOARD MEMBERS AND OUR FINANCIAL INFORMATION.

FORM 990, PART XII, LINE 2

THE ORGANIZATION'S OVERSIGHT PROCESS AND SELECTION PROCESS HAS NOT CHANGED FROM THE PRIOR YEAR.