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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 private foundations)

Do not enter social security numbers on this form as it may be made public.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

A For the 2020 calendar year, or tax year beginning 07-01-2020 , and ending 06-30-2021

B Check if applicable:
☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization
TRIANGLE LAND CONSERVANCY INC

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
514 SOUTH DUKE STREET

City or town, state or province, country, and ZIP or foreign postal code
DURHAM, NC 27701

F Name and address of principal officer:
SANDRA SWEITZER
514 SOUTH DUKE STREET
DURHAM, NC 27701

D Employer identification number
58-1514406

E Telephone number
(919) 908-8809

G Gross receipts \$ 17,737,519

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ WWW.TRIANGLELAND.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 1983

M State of legal domicile: NC

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:
THE PURPOSE OF TRIANGLE LAND CONSERVANCY IS TO CONSERVE LAND FOR OPEN SPACE, [CONT. ON SCHED. O], CLEAN WATER, NATURAL HABITAT, AGRICULTURAL USES, OUTDOOR RECREATION, AND SCENIC VIEWS IN CHATHAM, DURHAM, JOHNSTON, LEE, ORANGE, AND WAKE COUNTIES IN NORTH CAROLINA, INCLUDING PURCHASED AND DONATED LAND AND CONSERVATION EASEMENTS. CONSERVATION LAND HELD BY TRIANGLE LAND CONSERVANCY IS MANAGED TO PROTECT ITS NATURAL RESOURCES AND IS OFTEN AVAILABLE FOR SCIENTIFIC AND EDUCATIONAL PURPOSES.

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	18
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	18
5 Total number of individuals employed in calendar year 2020 (Part V, line 2a)	5	21
6 Total number of volunteers (estimate if necessary)	6	332
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 39	7b	0

Revenue

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	5,193,563	10,343,631
9 Program service revenue (Part VIII, line 2g)	12,450	5,628,953
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	66,060	253,737
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	30,022	24,398
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	5,302,095	16,250,719

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)	1,141,295	1,170,661
16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b Total fundraising expenses (Part IX, column (D), line 25) ▶269,709		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	890,619	1,002,017
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	2,031,914	2,172,678
19 Revenue less expenses. Subtract line 18 from line 12	3,270,181	14,078,041

Net Assets or Fund Balances

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	123,305,666	138,707,628
21 Total liabilities (Part X, line 26)	3,516,118	3,131,726
22 Net assets or fund balances. Subtract line 21 from line 20	119,789,548	135,575,902

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

2022-02-15
Date

SANDRA SWEITZER EXECUTIVE DIRECTOR
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN P00166372
Firm's name ▶ KOONCE WOOTEN & HAYWOOD LLP	Firm's EIN ▶ 56-0517823			
Firm's address ▶ P O BOX 17806 RALEIGH, NC 276197806	Phone no. (919) 782-9265			

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

☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat. No. 11282Y

Form 990 (2020)

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒**1** Briefly describe the organization's mission:

TRIANGLE LAND CONSERVANCY (TLC) STRIVES TO CREATE A HEALTHIER AND MORE VIBRANT TRIANGLE REGION BY SAFEGUARDING CLEAN WATER, PROTECTING NATURAL HABITATS, SUPPORTING LOCAL FARMS AND FOOD, AND CONNECTING PEOPLE WITH NATURE THROUGH LAND PROTECTION AND (CONT. ON SCHED. O) STEWARDSHIP, CATALYZING COMMUNITY ACTION, AND COLLABORATION. SINCE 1983, TLC HAS PROTECTED OVER 20,000 ACRES, INCLUDING 147 MILES OF STREAMS, THROUGH PURCHASE AND CONSERVATION EASEMENTS IN CHATHAM, DURHAM, JOHNSTON, LEE, ORANGE, AND WAKE COUNTIES IN NORTH CAROLINA. TLC OWNS AND MANAGES 7 PRESERVES ACROSS THE REGION: 6 ARE OPEN TO THE PUBLIC DAILY AND IRVIN FARM IS USED BY HUNDREDS OF CHILDREN AND REFUGEE FARMERS EACH YEAR. SUBSEQUENT TO JUNE 30, 2020, TLC OPENED ITS 8TH PRESERVE, THE BAILEY AND SARAH WILLIAMSON PRESERVE, IN WAKE COUNTY.

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 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 \$ 617,360 including grants of \$) (Revenue \$ 5,541,047)
See Additional Data	

4b	(Code:) (Expenses \$ 549,606 including grants of \$) (Revenue \$ 112,304)
See Additional Data	

4c	(Code:) (Expenses \$ 210,514 including grants of \$) (Revenue \$)
See Additional Data	

4d	Other program services (Describe in Schedule O.)	(Expenses \$ including grants of \$) (Revenue \$)
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4e	Total program service expenses ▶	1,377,480
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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)? If "Yes," complete Schedule A 	1 Yes	
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? 	2 Yes	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3	No
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? If "Yes," complete Schedule C, Part II	4	No
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? If "Yes," complete Schedule C, Part III	5	No
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? If "Yes," complete Schedule D, Part I 	6	No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II 	7 Yes	
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 	8	No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV 	9	No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi endowments? If "Yes," complete Schedule D, Part V	10 Yes	
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? If "Yes," complete Schedule D, Part VI 	11a Yes	
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? If "Yes," complete Schedule D, Part VII 	11b	No
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? If "Yes," complete Schedule D, Part VIII 	11c	No
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? If "Yes," complete Schedule D, Part IX 	11d Yes	
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X 	11e Yes	
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)? If "Yes," complete Schedule D, Part X 	11f	No
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII 	12a Yes	
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional 	12b	No
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	No
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? If "Yes," complete Schedule F, Parts I and IV	14b	No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15	No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16	No
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? If "Yes," complete Schedule G, Part I (see instructions)	17	No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19	No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a	No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21	No

Part IV Checklist of Required Schedules (continued)

		Yes	No
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22	No
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>	23	No
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 25a</i>	24a	No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b	
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?	24c	
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d	
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) 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>	25a	No
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>	25b	No
26	Did the organization report any amount on Part X, line 5 or 22 for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>	26	No
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27	No
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, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>	28a	No
b	A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>	28b	No
c	A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>	28c	No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29	Yes
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>	30	No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31	No
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>	32	No
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>	33	No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	34	No
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	No
b	If 'Yes' to line 35a, 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>	35b	
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>	36	No
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>	37	No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O.	38	Yes

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

	Yes	No
1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a	30
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b	0
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	Yes

Part V **Statements Regarding Other IRS Filings and Tax Compliance** *(continued)*

Form **990** (2020)

Part VI

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

Check if Schedule O contains a response or note to any line in this Part VI ☒

Section A. Governing Body and Management

		Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year	1a 18		
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.			
b Enter the number of voting members included in line 1a, above, who are independent	1b 18		
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		No
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		No
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5 Did the organization become aware during the year of a significant diversion of the organization's assets?	5		No
6 Did the organization have members or stockholders?	6	Yes	
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	Yes	
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		No
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a The governing body?	8a	Yes	
b Each committee with authority to act on behalf of the governing body?	8b	Yes	
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		No

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?	10a	No
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?	11a	Yes
b Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
12a Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes
13 Did the organization have a written whistleblower policy?	13	Yes
14 Did the organization have a written document retention and destruction policy?	14	Yes
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	15a	Yes
b Other officers or key employees of the organization	15b	Yes
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?	16a	No
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 **NC**

18 Section 6104 requires an organization to make its Form 1023 (or 1024-A if applicable), 990, and 990-T (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 ☐ Other (explain in Schedule O)

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, address, and telephone number of the person who possesses the organization's books and records:
▶AYANNA SMITH 514 SOUTH DUKE STREET DURHAM, NC 27701 (919) 908-0055

Part VII**Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**Check if Schedule O contains a response or note to any line 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, or 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.

See instructions for the order in which to list the persons above.

☐ 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 (list any hours for related organizations below dotted line)	(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) CLARENDA STANLEY DIRECTOR	1.50	X						0	0	0
(2) ANUPAMA JOSHI DIRECTOR	1.50	X						0	0	0
(3) NORRIS COTTON DIRECTOR	1.50	X						0	0	0
(4) DANIELLE SPURLOCK DIRECTOR	1.50	X						0	0	0
(5) JAMIE DEMENT DIRECTOR	1.50	X						0	0	0
(6) JENNY BO DIRECTOR	1.50	X						0	0	0
(7) ALBERT FISHER DIRECTOR	1.50	X						0	0	0
(8) JACK BLACKMER DIRECTOR	1.50	X						0	0	0
(9) TONI WYCHE JONES SECRETARY	1.50	X		X				0	0	0
(10) DAVID MORRIS DIRECTOR	1.50	X						0	0	0
(11) REBECCA BALTER DIRECTOR	1.50	X						0	0	0
(12) MARLENA BYRNE VICE CHAIR	1.50	X		X				0	0	0
(13) JAY MCLEOD DIRECTOR	1.50	X						0	0	0
(14) SEAN WILSON DIRECTOR	1.50	X						0	0	0
(15) MAVIS GRAGG EX-OFFICIO	1.50	X						0	0	0
(16) SAM COOK DIRECTOR	1.50	X						0	0	0
(17) WILLIAM LONDON TREASURER	1.50	X		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 (list any hours for related organizations below dotted line)	(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) WILL MORGAN CHAIR	1.50	X		X				0	0	0
(19) SANDRA SWEITZER EXECUTIVE DIRECTOR	40.00			X				105,527	0	5,030
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								105,527	0	5,030

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 **▶ 1**

	Yes	No
3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		No
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? <i>If "Yes," complete Schedule J for such individual</i>		No
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		No

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

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 **▶ 0**

Form 990 (2020)		Page 9				
Part VIII		Statement of Revenue				
Check if Schedule O contains a response or note to any line in this Part VIII ☐						
		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns . . .	1a				
	b Membership dues . . .	1b				
	c Fundraising events . . .	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e	784,890			
	f All other contributions, gifts, grants, and similar amounts not included above	1f	9,558,741			
	g Noncash contributions included in lines 1a - 1f:\$	1g	6,749,478			
	h Total. Add lines 1a-1f	10,343,631				
Program Service Revenue	Business Code					
	2a EASEMENT ACQUISITION CONTRACTS	541900	5,508,751	5,508,751		
	b OTHER PROGRAM REVENUE	541900	66,000	66,000		
	c PROPERTY MONITORING FEES	541900	37,717	37,717		
	d STEWARDSHIP MONITORING FEES	541900	8,063	8,063		
	e BASELINE DOC REPORT PREP (LAND)	541900	7,296	7,296		
	f All other program service revenue.		1,126	1,126		
g Total. Add lines 2a-2f.	5,628,953					
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		70,282		70,282	
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
	6a Gross rents	(i) Real	(ii) Personal			
		6a	18,800			
		b Less: rental expenses	6b	0		
	c Rental income or (loss)	6c	18,800			
	d Net rental income or (loss)			18,800	18,800	
	7a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other			
		7a	1,670,105	150		
		b Less: cost or other basis and sales expenses	7b	1,486,800	0	
	c Gain or (loss)	7c	183,305	150		
	d Net gain or (loss)			183,455	183,455	
	8a Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18		8a			
	b Less: direct expenses		8b			
	c Net income or (loss) from fundraising events					
	9a Gross income from gaming activities. See Part IV, line 19		9a			
b Less: direct expenses		9b				
c Net income or (loss) from gaming activities						
10a Gross sales of inventory, less returns and allowances . . .		10a				
b Less: cost of goods sold . . .		10b				
c Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Business Code				
11a HUNTING LEASE INCOME		900099	5,098	5,098		
b MISCELLANEOUS INCOME		900099	500	500		
c						
d All other revenue						
e Total. Add lines 11a-11d				5,598		
12 Total revenue. See instructions				16,250,719	5,653,351	
				0	253,737	

Form 990 (2020)

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).

Check if Schedule O contains a response or note to any line 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 domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16.				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	114,156	67,034	28,219	18,903
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	843,948	495,564	208,619	139,765
8 Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions)	25,259	12,798	7,131	5,330
9 Other employee benefits	115,260	60,504	37,043	17,713
10 Payroll taxes	72,038	44,710	16,249	11,079
11 Fees for services (non-employees):				
a Management				
b Legal	65,268	65,268		
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	27,470		27,470	
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	104,208	104,208		
12 Advertising and promotion	11,711	11,711		
13 Office expenses				
14 Information technology	30,425	18,004	7,343	5,078
15 Royalties				
16 Occupancy	81,311	48,069	19,685	13,557
17 Travel	14,326	11,526	1,369	1,431
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest	52,474	52,474		
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	130,575	114,870	14,298	1,407
23 Insurance	23,056	19,374	1,864	1,818
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 SMALL EQUIPMENT AND SUP	119,708	45,920	41,918	31,870
b APPRAISAL FEES AND CLOS	86,953	86,953	0	0
c BOOKKEEPING, CONSULTING	60,000	0	60,000	0
d FEES, LICENSES, AND OTH	26,724	18,709	6,254	1,761
e All other expenses	167,808	99,784	48,027	19,997
25 Total functional expenses. Add lines 1 through 24e	2,172,678	1,377,480	525,489	269,709
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 SheetCheck if Schedule O contains a response or note to any line in this Part IX ☐

				(A) Beginning of year		(B) End of year	
Assets	1	Cash—non-interest-bearing		771,963	1	802,429	
	2	Savings and temporary cash investments		780,451	2	657,706	
	3	Pledges and grants receivable, net		200,744	3	167,026	
	4	Accounts receivable, net			4		
	5	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5		
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6		
	7	Notes and loans receivable, net			7		
	8	Inventories for sale or use			8		
	9	Prepaid expenses and deferred charges		28,085	9	38,983	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a	2,085,246			
	b	Less: accumulated depreciation	10b	890,686	1,105,102	10c	1,194,560
	11	Investments—publicly traded securities		4,876,784	11	6,524,098	
	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		115,542,537	15	129,322,826	
16	Total assets. Add lines 1 through 15 (must equal line 33)		123,305,666	16	138,707,628		
Liabilities	17	Accounts payable and accrued expenses		141,278	17	146,080	
	18	Grants payable			18		
	19	Deferred revenue		6,236	19	13,929	
	20	Tax-exempt bond liabilities			20		
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21		
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22		
	23	Secured mortgages and notes payable to unrelated third parties		3,033,386	23	2,875,960	
	24	Unsecured notes and loans payable to unrelated third parties			24	0	
	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		335,218	25	95,757	
	26	Total liabilities. Add lines 17 through 25		3,516,118	26	3,131,726	
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here ☒ and complete lines 27, 28, 32, and 33.						
	27	Net assets without donor restrictions		22,048,185	27	29,542,116	
	28	Net assets with donor restrictions		97,741,363	28	106,033,786	
	Organizations that do not follow FASB ASC 958, check here ☐ and complete lines 29 through 33.						
	29	Capital stock or trust principal, or current funds			29		
	30	Paid-in or capital surplus, or land, building or equipment fund			30		
	31	Retained earnings, endowment, accumulated income, or other funds			31		
	32	Total net assets or fund balances		119,789,548	32	135,575,902	
33	Total liabilities and net assets/fund balances		123,305,666	33	138,707,628		

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	16,250,719
2	Total expenses (must equal Part IX, column (A), line 25)	2	2,172,678
3	Revenue less expenses. Subtract line 2 from line 1	3	14,078,041
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	119,789,548
5	Net unrealized gains (losses) on investments	5	1,708,313
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	135,575,902

Part XII Financial Statements and ReportingCheck if Schedule O contains a response or note to any line in this Part XII ☐

	Yes	No
1 Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ 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? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis		No
b Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	Yes	
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.	Yes	
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?		No
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.		

Additional Data

Software ID:
Software Version:
EIN: 58-1514406
Name: TRIANGLE LAND CONSERVANCY INC

Form 990 (2020)

Form 990, Part III, Line 4a:

WHILE WORKING REMOTELY DURING A GLOBAL PANDEMIC TLC PROTECTED 1,265 ACRES, OPENED A 406-ACRE NATURE PRESERVE, BUILT 7 MILES OF TRAIL AND HOSTED THOUSANDS OF VISITORS AT OUR PUBLIC NATURE PRESERVES. WITH 21,445 ACRES CONSERVED AT THE END OF THE FISCAL YEAR, WE ARE ON TRACK TO SURPASS OUR GOAL OF PROTECTING 25,000 ACRES BY 2025. SUPPORT FROM OUR MEMBERS AND DONORS REMAINS VITAL FOR TLC TO CONTINUE THIS AGGRESSIVE PACE OF CONSERVATION TO SUPPORT OUR MISSION OF SAFEGUARDING CLEAN WATER, CONNECTING PEOPLE WITH NATURE, PROTECTING NATURAL HABITATS, AND SUPPORTING FARMS AND LOCAL FOOD. (CONTINUED ON SCHEDULE O) LAND PROTECTION: IN FY 2021, TLC PROTECTED 1,265 ACRES OF PRIORITY CONSERVATION LAND, COMPRISED OF 272 ACRES PURCHASED OUTRIGHT AND 993 ACRES PROTECTED BY CONSERVATION EASEMENTS. EACH OF THESE CONSERVATION PROPERTIES SUPPORTED AT LEAST TWO OF THE BENEFITS OF CONSERVATION THAT TLC PRIORITIZES: SAFEGUARDING CLEAN WATER, LOCAL FARMS AND FOODS, NATURAL HABITAT, AND CONNECTING PEOPLE WITH NATURE. CONSERVATION EASEMENTS ARE LEGAL AGREEMENTS BETWEEN A LANDOWNER AND A LAND TRUST THAT LIMIT USES OF THE LAND IN ORDER TO PROTECT ITS CONSERVATION VALUES IN PERPETUITY. SPECIFIC TERMS OF INDIVIDUAL EASEMENTS VARY, BUT IN GENERAL THEY LIMIT FUTURE DEVELOPMENT. OF THE 1,265 ACRES PROTECTED THIS YEAR, 471 WERE FARMLAND. THESE ACRES ENCOMPASS MORE THAN 17 MILES OF STREAM, FOR A TOTAL OF 164 MILES OF STREAM TLC HAS CONSERVED SINCE 1983. ANOTHER STEP IN PROTECTING CLEAN WATER OUTLINED IN THE STRATEGIC ACTION PLAN (SAP) WAS TO WORK TO IMPLEMENT THE WATERSHED CONSERVATION STRATEGY TLC HELPED TO DEVELOP FOR JORDAN LAKE. WORKING CLOSELY WITH LOCAL GOVERNMENTS TLC CONTINUES TO INCREASE FUNDING FOR SOURCE WATER PROTECTION AND CONSERVED 400 ACRES IN THE UPPER CAPE FEAR BASIN. WE ALSO CONTINUED OUR LONG-TERM WATERSHED PROTECTION EFFORTS IN THE UPPER NEUSE WATERSHED. TOGETHER WITH PARTNERS, TLC HAS HELPED PROTECT OVER 10,000 ACRES AND 100 MILES OF STREAM IN THIS DRINKING WATER SUPPLY WATERSHED, INCLUDING 860 ACRES TLC PROTECTED IN FY 2021. TLC HAS ALSO REDOUBLED OUR EFFORTS TO ENSURE OUTDOOR SPACES ARE ACCESSIBLE TO EVERYONE IN THE TRIANGLE. THIS GOAL CANNOT BECOME REALITY WITHOUT ACTIVELY WORKING TO END SYSTEMIC RACISM, WHICH FOR CENTURIES HAS LED TO INEQUITIES IN OWNERSHIP OF, ACCESS TO, AND ENJOYMENT OF THE OUTDOORS. AS PART OF THIS WORK, WE HIRED CONSULTANTS TO DO A FEASIBILITY STUDY FOR A CONSERVATION PROGRAM THAT WILL BOTH PROTECT LOCAL FARMS AND INCREASE LAND OWNERSHIP BY BLACK AND OTHER PEOPLE OF COLOR; THE GOOD GROUND INITIATIVE WILL LAUNCH IN FY 2022.

Form 990, Part III, Line 4b:

STEWARDSHIP: TLC'S STEWARDSHIP RESPONSIBILITIES INCREASE AS WE PROTECT MORE PROPERTIES: CURRENTLY TLC HOLDS CONSERVATION EASEMENTS ON 9,225 ACRES AT 140 PROPERTIES AND OWNS 6,543 ACRES OF LAND. ALL 15,768 ACRES MUST BE MONITORED, MANAGED, AND CARED FOR BY STEWARDSHIP STAFF ANNUALLY. FOR CONSERVATION EASEMENTS, MONITORING VISITS ARE LEGALLY REQUIRED AND HELP TO ENSURE THAT THE EASEMENT TERMS ARE NOT VIOLATED. AS AN ACCREDITED LAND TRUST, TLC ALSO MONITORS OUR OWNED PROPERTIES ANNUALLY, WHICH INFORMS OUR MANAGEMENT AND STEWARDSHIP PLANNING AND PROCESSES. IN FY 2021 AT BAILEY AND SARAH WILLIAMSON NATURE PRESERVE, TLC BUILT MORE THAN 7 MILES OF HIKING AND MOUNTAIN BIKING TRAILS AND OPENED THESE TO THE PUBLIC IN SEPTEMBER 2020. WITH THESE TRAILS TLC HAS BUILT 17 OF THE GOAL OF 25 MILES OF TRAILS BY 2025. (CONT. ON SCHED. O) HUNDREDS OF PEOPLE ENJOY TLC PROPERTIES EVERY DAY. IN FY 2021, BRUMLEY PRESERVE CONTINUED TO SEE INCREASED USAGE WITH OVER 40,000 VISITORS ENJOYING THE PRESERVE. TLC CONTINUED IMPLEMENTATION OF THE FARM PLAN AT WILLIAMSON PRESERVE AT WALNUT HILL AND NOW HOSTS 5 FARM PARTNERS, WHO USE REGENERATIVE AGRICULTURE TECHNIQUES TO SUPPORT AN APIARY, PERENNIAL AND ANNUAL CROPS, LIVESTOCK, AND A NATIVE TREE NURSERY. TLC ALSO CONDUCTED A PRESCRIBED BURN AND PLANTED A WILDFLOWER MEADOW AT WILLIAMSON PRESERVE AS PART OF RESTORATION EFFORTS TO PROMOTE EARLY SUCCESSIONAL HABITAT AND INCREASE THE NUMBER OF POLLINATORS, WHICH WILL SUPPORT OUR FARM PARTNERS. THE WILDFLOWER MEADOW ALSO PROVIDED A STUNNING VISTA FOR VISITORS TO THE PRESERVE.

Form 990, Part III, Line 4c:

COMMUNITY ENGAGEMENT: DESPITE THE PANDEMIC POSING UNPRECEDENTED CHALLENGES TO OUR VOLUNTEER ENGAGEMENT EFFORTS, OUR COMMUNITY OF VOLUNTEERS CONTRIBUTED GREATLY TO HELPING THE ORGANIZATION REACH OUR GOAL TO SAVE WILD AND WORKING LANDS THROUGH STEWARDSHIP, CATALYZING COMMUNITY ACTION, AND COLLABORATION. TWO HUNDRED AND TWENTY-TWO INDIVIDUALS CONTRIBUTED 1,948 HOURS OF WORK TO TLC. VOLUNTEERS HELPED BY COMPLETING OFFICE TASKS, TEACHING ENVIRONMENTAL EDUCATION PROGRAMS, LEADING HIKEs, AND SUPPORTING STEWARDSHIP EFFORTS. ALTHOUGH HEALTH CONCERNS DUE TO THE PANDEMIC LIMITED THE NUMBER OF VOLUNTEERS, THEIR WORK WAS IMPORTANT TO HELP WITH TRAIL BUILDING, MAINTENANCE, FOREST RESTORATION, AND INVASIVE SPECIES REMOVAL. (CONTINUED ON SCHEDULE O) ADDITIONALLY, VOLUNTEERS PARTICIPATED IN SEVERAL VIRTUAL AND AT-HOME ACTIVITIES - WHICH ALLOWED THEM TO MAKE A LARGE IMPACT WITHOUT RISKING COMMUNITY HEALTH. TLC HAS A GOAL TO EXPAND OUR AUDIENCE AND CELEBRATE CONSERVATION FOR EVERYONE - SOMETHING THAT WOULD NOT BE POSSIBLE WITHOUT OUR PARTNERS. WE COLLABORATED WITH SEVERAL PARTNERS IN FY 2021 TO BROADEN OUR AUDIENCE. NOTABLY, WE HOSTED AN IN-PERSON TOUR OF THE STAGVILLE STATE HISTORIC SITE WITH OVER 30 MEMBERS OF THE RALEIGH-DURHAM CHAPTER OF OUTDOOR AFRO. STAGVILLE WAS ONE OF THE LARGEST PLANTATIONS IN NORTH CAROLINA AND IS ADJACENT TO TLC'S HORTON GROVE NATURE PRESERVE, WHERE THE GROUP HIKE D AFTERWARDS. TLC STAFF ALSO GAVE PRESENTATIONS ABOUT CAREERS IN CONSERVATION TO THE BOOST PROGRAM AT DUKE UNIVERSITY, AND THE NEIGHBORHOOD ECOLOGY CORPS - TWO GROUPS THAT CONNECT UNDERREPRESENTED CHILDREN TO SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH. IN TOTAL, WE CONNECTED WITH 21 PARTNERS. WHEN LOOKING FOR SAFE WAYS TO ENGAGE WITH OUR COMMUNITY, THE TLC HIKE CHALLENGE AND TRIANGLE EXPLORERS PROGRAM PROVIDED A BOUNTY OF RESOURCES TO THE PUBLIC. THE HIKE CHALLENGE SAW A HUGE GROWTH IN PARTICIPATION: 529 PEOPLE LOGGED A TOTAL OF 1,086 DIFFERENT HIKEs ON TLC NATURE PRESERVES, MORE THAN DOUBLE THE NUMBER OF LOGGED HIKEs IN FY 2020. THE TRIANGLE EXPLORER PROGRAM WAS AN INNOVATIVE WAY TO GET KIDS INVOLVED WITH LOCAL CONSERVATION. THIS PROGRAM REACHED 192 PARTICIPANTS, PROVIDING HANDS-ON ACTIVITIES TO CHILDREN THAT COULD BE COMPLETED IN THEIR LIVING ROOMS, BACKYARDS, AND TLC NATURE PRESERVES. COMMUNICATIONS: TLC CONTINUES TO INCREASE PUBLIC AWARENESS ABOUT CONSERVATION AND TLC'S WORK IN OUR REGION IN A NUMBER OF WAYS. TLC'S SOCIAL MEDIA CHANNELS HAVE MAINTAINED A ROBUST AUDIENCE, WITH JUST OVER 17,000 TOTAL FOLLOWERS. TAKEN TOGETHER, OUR SOCIAL MEDIA CHANNELS ATTRACT ROUGHLY 240 NEW FOLLOWERS EACH MONTH. THESE INCREASES MAY BE IN PART DUE TO EFFORTS TO CONNECT WITH AND SHARE MORE CONTENT FROM PARTNER ORGANIZATIONS AND INDIVIDUALS, ESPECIALLY ORGANIZATIONS THAT HAVE NOT BEEN PART OF OUR CORE DEMOGRAPHICS IN THE PAST--YOUNG PEOPLE AND PEOPLE OF COLOR. TLC'S WEBSITE HAS SEEN A SIMILAR INCREASE IN USAGE, WITH AVERAGE MONTHLY USERS WELL OVER 8,000 AND PAGE VIEWS AT ROUGHLY 23,000 PER MONTH, INCREASES OF ROUGHLY 7,000 NEW USERS AND 17,000 MORE PAGE VIEWS PER MONTH OVER FY20. MORE THAN 3,450 HOUSEHOLDS RECEIVE THE CONFLUENCE (PRINTED NEWSLETTER) AND THERE ARE OVER 7,000 SUBSCRIBERS TO THE MEANDER E-NEWSLETTER. AT LEAST ONE NEW KIOSK PANEL DESIGN HAS BEEN CREATED AND INSTALLED AT EACH OF TLC'S PUBLIC NATURE PRESERVES, WITH AN ADDITIONAL SIGNAGE PROJECT ONGOING AT IRVIN FARM, WHICH WILL HELP LIMIT OUTSIDE TRAFFIC AND AID WAYFINDING.

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

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.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
TRIANGLE LAND CONSERVANCY INC

Employer identification number
58-1514406

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 12, check only one box.)

- 1 ☐ A church, convention of 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 (Form 990 or 990-EZ).)
- 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 agricultural research organization described in **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land grant college of agriculture. See instructions. Enter the name, city, and state of the college or university:
- 10 ☐ 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.)
- 11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12 ☐ 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 in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
- a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
- b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
- c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
- d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
- e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f Enter the number of supported organizations
- g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1- 10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
Total						

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 failed to qualify under the tests listed below, please complete Part III.)

Section A. Public Support							
Calendar year (or fiscal year beginning in) ▶		(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
1	Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grant.") . . .	3,894,695	5,461,070	7,146,978	5,193,563	10,343,631	32,039,937
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	3,894,695	5,461,070	7,146,978	5,193,563	10,343,631	32,039,937
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) . . .						8,091,852
6	Public support. Subtract line 5 from line 4.						23,948,085
Section B. Total Support							
Calendar year (or fiscal year beginning in) ▶		(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
7	Amounts from line 4. . .	3,894,695	5,461,070	7,146,978	5,193,563	10,343,631	32,039,937
8	Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources. . .	96,004	105,787	97,620	110,547	94,180	504,138
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 VI.). . .	46,335	3,767	2,220	1,000	500	53,822
11	Total support. Add lines 7 through 10						32,597,897
12	Gross receipts from related activities, etc. (see instructions)	12					5,693,447
13 First 5 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 2020 (line 6, column (f) divided by line 11, column (f))	14					73.470 %
15	Public support percentage for 2019 Schedule A, Part II, line 14	15					71.130 %
16a 33 1/3% support test—2020. 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 ▶ ☒							
b 33 1/3% support test—2019. 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 ▶ ☐							
17a 10%-facts-and-circumstances test—2020. 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 VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ ☐							
b 10%-facts-and-circumstances test—2019. 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 VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ ☐							
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 ▶ ☐							

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

(Complete only if you checked the box on line 10 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) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(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) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(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 VI.) . .						
13 Total support. (Add lines 9, 10c, 11, and 12.) . .						
14 First 5 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 2020 (line 8, column (f) divided by line 13, column (f))	15	
16 Public support percentage from 2019 Schedule A, Part III, line 15	16	

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2020 (line 10c, column (f) divided by line 13, column (f))	17	
18 Investment income percentage from 2019 Schedule A, Part III, line 17	18	

19a 33 1/3% support tests—2020. 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—2019. 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 ► ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, of Part I, complete Sections A and B. If you checked box 12b, of Part I, complete Sections A and C. If you checked box 12c, of Part I, complete Sections A, D, and E. If you checked box 12d, of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
1		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
2		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>		
3a		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
3b		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
3c		
4a Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes" and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
4a		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
4b		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
4c		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
5a		
b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
5b		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
5c		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
6		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ) .</i>		
7		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
8		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
9a		
b Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
9b		
c Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
9c		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer line 10b below.</i>		
10a		
b Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings).</i>		
10b		

Part IV Supporting Organizations (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a A person who directly or indirectly controls, either alone or together with persons described in lines 11b and 11c below, the governing body of a supported organization?		
b A family member of a person described in 11a above?		
c A 35% controlled entity of a person described in line 11a or 11b above? If "Yes" to 11a, 11b, or 11c, provide detail in Part VI.		

Section B. Type I Supporting Organizations

	Yes	No
1 Did the officers, directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.		
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised or controlled the supporting organization.		

Section C. Type II Supporting Organizations

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).		

Section D. All Type III Supporting Organizations

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization (s) or (ii) serving on the governing body of a supported organization? If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).		
3 By reason of the relationship described in line 2 above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.		

Section E. Type III Functionally-Integrated Supporting Organizations

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions):		
a ☐ The organization satisfied the Activities Test. Complete line 2 below.		
b ☐ The organization is the parent of each of its supported organizations. Complete line 3 below.		
c ☐ The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions)		
2 Activities Test. Answer lines 2a and 2b below.		
a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.		
b Did the activities described in line 2a constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.		
3 Parent of Supported Organizations. Answer lines 3a and 3b below.		
a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? If "Yes" or "No" provide details in Part VI.		
b Did the organization exercise a substantial degree of direction over the policies, programs and activities of each of its supported organizations? If "Yes," describe in Part VI. the role played by the organization in this regard.		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations			
1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (<i>explain in Part VI</i>). See instructions. All other Type III non-functionally integrated supporting organizations must complete Sections A through E.			
Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6 and 7 from line 4)	8	
Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):	1	
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (<i>explain in detail in Part VI</i>):		
2	Acquisition indebtedness applicable to non-exempt use assets	2	
3	Subtract line 2 from line 1d	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	
Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions)	6	
7	☐ Check here if the current year is the organization's first as a non-functionally-integrated Type III supporting organization (see instructions)		

Part V

Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D - Distributions		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required - provide details in Part VI)	5
6	Other distributions (describe in Part VI). See instructions	6
7	Total annual distributions. Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions	8
9	Distributable amount for 2020 from Section C, line 6	9
10	Line 8 amount divided by Line 9 amount	10

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2020	(iii) Distributable Amount for 2020
1	Distributable amount for 2020 from Section C, line 6		
2	Underdistributions, if any, for years prior to 2020 (reasonable cause required-- explain in Part VI). See instructions.		
3	Excess distributions carryover, if any, to 2020:		
a	From 2015.		
b	From 2016.		
c	From 2017.		
d	From 2018.		
e	From 2019.		
f	Total of lines 3a through e		
g	Applied to underdistributions of prior years		
h	Applied to 2020 distributable amount		
i	Carryover from 2015 not applied (see instructions)		
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.		
4	Distributions for 2020 from Section D, line 7: \$		
a	Applied to underdistributions of prior years		
b	Applied to 2020 distributable amount		
c	Remainder. Subtract lines 4a and 4b from line 4.		
5	Remaining underdistributions for years prior to 2020, if any. Subtract lines 3g and 4a from line 2. If the amount is greater than zero, explain in Part VI. See instructions.		
6	Remaining underdistributions for 2020. Subtract lines 3h and 4b from line 1. If the amount is greater than zero, explain in Part VI. See instructions.		
7	Excess distributions carryover to 2021. Add lines 3j and 4c.		
8	Breakdown of line 7:		
a	Excess from 2016.		
b	Excess from 2017.		
c	Excess from 2018.		
d	Excess from 2019.		
e	Excess from 2020.		

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a and 3b; Part V, line 1; Part V, Section B, line 1e; Part V Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

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SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
► Attach to Form 990.
► Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
TRIANGLE LAND CONSERVANCY INC

Employer identification number
58-1514406

Part I

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

1

Total number at end of year

2

Aggregate value of contributions to (during year)

3

Aggregate value of grants from (during year)

4

Aggregate value at end of year

(a)

Donor advised funds

(b)

Funds and other accounts

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?

Yes

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?

Yes

No

Part II

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

1

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

☐ Preservation of land for public use (e.g., recreation or education)

☒ Preservation of an historically important land area

☒ Protection of natural habitat

☐ Preservation of a certified historic structure

☒ 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 Year

a

Total number of conservation easements

2a

140

b

Total acreage restricted by conservation easements

2b

9,224.74

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 7/25/06, and not on a historic structure listed in the National Register

2d

0

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ► 0

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, handling of violations, and enforcing conservation easements during the year ► 613.00

7

Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ► \$ 37,615

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 XIII, 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" on Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under FASB 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 XIII, the text of the footnote to its financial statements that describes these items.

b

If the organization elected, as permitted under FASB 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) Revenue included on 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 FASB ASC 958 relating to these items:

a

Revenue included on Form 990, Part VIII, line 1 ► \$

b

Assets included in Form 990, Part X ► \$

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

Cat. No. 52283D

Schedule D (Form 990) 2020

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 XIII.

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" on 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 XIII 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, for escrow or custodial account liability? . . .

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII

☐

Part V

Endowment Funds.

Complete if the organization answered "Yes" on 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	2,268,189	2,267,917	2,167,432	2,110,602	1,971,442
b Contributions	306,722	70,269	54,061	36,793	45,426
c Net investment earnings, gains, and losses	568,573	24,880	73,374	106,934	212,983
d Grants or scholarships					
e Other expenditures for facilities and programs	94,232	94,877	26,950	86,897	119,249
f Administrative expenses					
g End of year balance	3,049,252	2,268,189	2,267,917	2,167,432	2,110,602

2

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

a

Board designated or quasi-endowment ▶ 11.000 %

b

Permanent endowment ▶ 54.000 %

c

Term endowment ▶ 35.000 %

The percentages on 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

3a(i)

Yes

No

(ii) Related organizations

3a(ii)

No

b

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

3b

4

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

Part VI

Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. 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				
b Buildings		696,680	359,453	337,227
c Leasehold improvements				
d Equipment		285,707	212,524	73,183
e Other		1,102,859	318,709	784,150
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).) . . . ▶				1,194,560

Schedule D (Form 990) 2020

Part VII

Investments—Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. 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 _____		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

Part VIII

Investments—Program Related.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(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. (Column (b) must equal Form 990, Part X, col.(B) line 13.) ▶		

Part IX

Other Assets.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) CONSERVATION LAND AND EASEMENTS	126,483,004
(2) AGENCY ENDOWMENT ACCOUNTS	2,505,944
(3) LAND OPTIONS AND OTHER	50,487
(4) OTHER RECEIVABLES	283,391
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. (Column (b) must equal Form 990, Part X, col.(B) line 15.) ▶	129,322,826

Part X

Other Liabilities.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) ACCRUED COMPENSATION	81,067
(3) DEFERRED RENT	13,590
(4) TENANT DEPOSITS	1,100
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col.(B) line 25.) ▶	95,757

2. Liability for uncertain tax positions. In Part XIII, 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). Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements	1	17,931,562
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains (losses) on investments	2a	1,708,313
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d	2e	1,708,313
3	Subtract line 2e from line 1	3	16,223,249
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	27,470
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	27,470
5	Total revenue. Add lines 3 and 4c . (This must equal Form 990, Part I, line 12.)	5	16,250,719

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements	1	2,145,208
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d	2e	0
3	Subtract line 2e from line 1	3	2,145,208
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	27,470
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	27,470
5	Total expenses. Add lines 3 and 4c . (This must equal Form 990, Part I, line 18.)	5	2,172,678

Part XIII Supplemental Information

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, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Return Reference	Explanation
See Additional Data Table	

Part XIII Supplemental Information *(continued)*

Return Reference	Explanation

Additional Data

Software ID:
Software Version:
EIN: 58-1514406
Name: TRIANGLE LAND CONSERVANCY INC

Supplemental Information

Return Reference	Explanation
PART II, LINE 9:	THE ORGANIZATION REPORTS DONATED CONSERVATION EASEMENTS AS CONTRIBUTIONS OF LAND IN ITS STATEMENT OF ACTIVITIES (REVENUE AND EXPENSE STATEMENT), WITH AN OFFSETTING RECORDING OF A LIABILITY AND ASSET ON THE BALANCE SHEET, USING THE FAIR MARKET VALUE (APPRAISED VALUE) OF THE CONSERVATION EASEMENT. PURCHASED CONSERVATION EASEMENTS ARE RECORDED ON THE BALANCE SHEET AT COST AND ARE CLASSIFIED AS LAND ASSETS. THE FOLLOWING EXCERPT FROM THE ORGANIZATION'S AUDITED FINANCIAL STATEMENTS DESCRIBES ITS ACCOUNTING POLICY FOR CONSERVATION EASEMENTS <CONSERVATION LAND AND EASEMENTS ARE RECORDED AT COST IF PURCHASED OR, IF DONATED, AT APPRAISED VALUE AT THE DATE OF DONATION.>

Supplemental Information

Return Reference	Explanation
PART V, LINE 4:	TRIANGLE LAND CONSERVANCY'S ENDOWMENT FUNDS PROVIDE LONG-TERM SUPPORT FOR THE STEWARDSHIP OF ITS CONSERVATION LAND AND EASEMENTS. ENDOWMENT FUNDS HELD AND ADMINISTERED FOR THE ORGANIZATION BY UNRELATED ORGANIZATIONS ARE PRIMARILY USED TO FULFILL STEWARDSHIP RESPONSIBILITIES OR FOR THE CONSERVANCY'S GENERAL OPERATING PURPOSES.

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.
►Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
TRIANGLE LAND CONSERVANCY INC

Employer identification number
58-1514406

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	X	10	52,533	FAIR VALUE
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	X	7	3,920,596	APPRAISAL
15 Real estate—Residential				
16 Real estate—Commercial				
17 Real estate—Other	X	4	2,770,000	APPRAISAL
18 Collectibles				
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ► (VARIOUS)	X	5	6,349	FAIR VALUE
26 Other ► ()				
27 Other ► ()				
28 Other ► ()				

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 through 28, that it must hold for at least three years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?

30a

Yes

No

b

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

31

Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?

31

Yes

32a

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

32a

No

b

If "Yes," describe in Part II.

33

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

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

Cat. No. 51227J

Schedule M (Form 990) (2020)

Part II **Supplemental Information.** 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.

Return Reference	Explanation
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SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Name of the organization
TRIANGLE LAND CONSERVANCY INC

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.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2020

**Open to Public
Inspection**

Employer identification number

58-1514406

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 6	MEMBERSHIP IN TLC IS OPEN TO ALL INDIVIDUALS WHO, OR ENTITIES THAT, MEET THE CRITERIA FOR MEMBERSHIP ESTABLISHED BY THE BOARD OF DIRECTORS.

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 7A	MEMBERS OF TLC SHALL ELECT THE BOARD OF DIRECTORS. THE BOARD OF DIRECTORS SHALL NOMINATE A SLATE OF CANDIDATES AND SUBMIT IT TO THE MEMBERSHIP WITH AT LEAST TWENTY (20) DAYS NOTICE . MEMBERS SHALL VOTE FOR INDIVIDUAL CANDIDATES ON THIS SLATE. MEMBERS MAY PROPOSE CANDIDATES BY A PETITION OF TEN (10) OR MORE MEMBERS ADDRESSED TO THE BOARD OF DIRECTORS AT ANY TIME. IF RECEIVED MORE THAN TWENTY (20) DAYS BEFORE A SCHEDULED VOTE, THE NAMES OF THE PROPOSED CANDIDATES SHALL BE INCLUDED ON THE BALLOT. IF A PETITION IS RECEIVED LESS THAN TWENTY (20) DAYS OF A SCHEDULED VOTE, THE BOARD OF DIRECTORS MAY, AT ITS SOLE DISCRETION, SEND A REVISED BALLOT TO THE MEMBERS THAT INCLUDES THE NAMES ON THE PETITION, OR HOLD THE NAMES TO BE INCLUDED ON THE BALLOT FOR THE IMMEDIATELY FOLLOWING ELECTION CYCLE, OR IGNORE THE LATE SUBMISSION.

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11B	PRIOR TO FILING FORM 990, THE ORGANIZATION'S FINANCE AND INVESTMENT COMMITTEE REVIEW A COPY OF THE RETURN AND THEN FORWARD IT TO THE BOARD OF DIRECTORS FOR THEIR APPROVAL.

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 12C	OFFICERS AND DIRECTORS REVIEW THE CONFLICT OF INTEREST POLICY AT EACH BOARD AND COMMITTEE MEETING. THE ORGANIZATION'S POLICIES ARE MADE KNOWN TO INCOMING OFFICERS AND DIRECTORS DURING BOARD MEMBER ORIENTATION. ADDITIONALLY, OFFICERS, DIRECTORS, AND EMPLOYEES ARE PROVIDED WITH A COPY OF THE POLICY EACH YEAR AND MUST SIGN AN ACKNOWLEDGEMENT THAT THEY HAVE READ AND AGREE TO ABIDE BY THE POLICY. CONFLICTS OF INTEREST RELATED TO BOARD DECISIONS, IF ANY, ARE DULY NOTED IN THE WRITTEN BOARD MEETING MINUTES.

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 15	THE ORGANIZATION'S PROCESS FOR DETERMINING EXECUTIVE COMPENSATION INCLUDES THE FOLLOWING: (1) OBTAINS COMPENSATION DATA FROM THREE SIMILAR POSITIONS IN SIMILAR COMMUNITIES, (2) COMPENSATION MUST BE APPROVED BY THE EXECUTIVE COMMITTEE, EXCLUSIVE OF VOTING PARTICIPATION BY THE EXECUTIVE, AND (3) THE EXECUTIVE COMMITTEE MUST DOCUMENT THE BASIS FOR ITS DETERMINATION OF COMPENSATION, INCLUDING THE TERMS AND DATE OF THE APPROVED COMPENSATION, THE COMMITTEE MEMBERS PRESENT DURING THE DISCUSSION AND THOSE WHO APPROVED THE TERMS, THE COMPARABILITY DATA THAT WAS RELIED UPON BY THE COMMITTEE AND HOW THE DATA WAS OBTAINED, AND ANY ACTIONS BY A MEMBER OF THE COMMITTEE HAVING A CONFLICT OF INTEREST.

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION C, LINE 19	THE ORGANIZATION PUTS ITS GOVERNING DOCUMENTS AND FORM 990 ON ITS WEBSITE. IN ADDITION, THE ORGANIZATION PRODUCES AN ANNUAL REPORT THAT INCLUDES FINANCIAL INFORMATION, WHICH IS MAILED TO ITS CONTRIBUTORS. THE CONFLICT OF INTEREST POLICY IS SHARED WITH THE BOARD OF DIRECTORS AND ORGANIZATION STAFF IN THE APPROPRIATE MANUALS, AT ORIENTATION, AND ANNUALLY. THE ORGANIZATION'S FORM 1023 IS AVAILABLE UPON REQUEST.