



The Nature Conservancy in Colorado
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To Whom It May Concern:

Beh Consulting has worked with the Colorado Chapter of The Nature Conservancy for the past five years on a variety of economic- and business-related projects. We have continued to work with Gali and her team over the years because we can trust them to be diligent, fact-based, objective, and methodical. They do not take short cuts and are enthusiastic in pursuing original research even when—especially when—it appears daunting.

For example, we asked Beh Consulting to help us assess the economic viability of a guest house operation that we inherited when the Conservancy purchased a 100,000 acre ranch near Sand Dunes National Park. Recreating the historical financials of the guest ranch from an accounting system based on a nonprofit's chart of accounts required tenacity and determination. Gali's findings indicated that breaking even on maintenance and operating costs would require adding guest activities that would not be compatible with our organizational mission. Based on these conclusions, we decided to pursue an outsourcing agreement with a neighboring ranch operator so that a private entity would manage the operations while still providing access for the Conservancy to hold mission-related events.

Similarly, Beh Consulting led our effort to test the viability of a conservation-based investment fund focused on Colorado ranchland. In order to measure historic appreciation rates of ranchland, Gali's team made herculean efforts to compile a proprietary database of all sales transactions of Colorado ranchland going back decades. When we first asked Gali to try to gather ranchland sales data from Colorado county assessors' offices, we were truly surprised when she came back with results from 59 of 64 counties. Based on her analyses, we decided to partner with a conservation-based investment fund to help infuse private funding into the conservation toolbox. We are also in discussion with the State Land Board on sharing our database so that they will be better able to manage and optimize their considerable ranchland portfolio. In this way, Gali's efforts will have far reaching applications for public benefit.

Working with Gali is refreshing in that I know her results will be of a quality that always exceeds expectations. I can also be confident that she will meet her deadline commitments and be flexible about pricing so that her top-caliber services are available to nonprofits and public agencies with limited budgets. Gali exhibits passion for serving organizations with missions she supports, and above all, the staff in our office widely enjoys working with her due to her positive nature and willingness to dig in and help.

I would highly recommend Beh Consulting to any organization that needs honest answers to difficult questions and would be happy to provide additional details by phone at (719) 332-1655.

Sincerely,

Brian McPeek
Deputy State Director