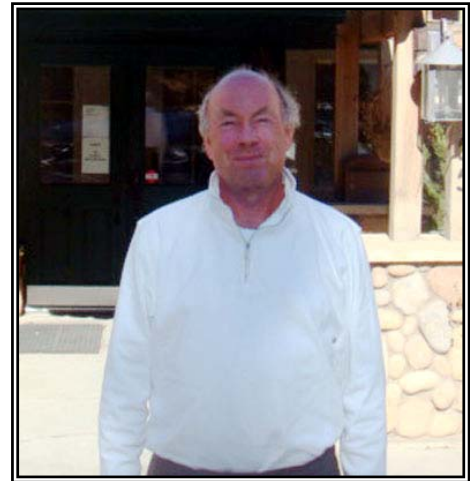


PJ Anderson

PJ Anderson is a patient man. He also loves being outdoors. The day the two were combined, he was sitting on top of Cheyenne Mountain, waiting to meet with Colorado Springs Trails Open Space and Parks (TOPS) staff members who were hiking up from the bottom of the mountain. When they took the longer route up, it gave PJ some time to think while he waited. It was then that the idea of preserving the top of Cheyenne Mountain with a series of conservation easements struck.

Having already donated six conservation easements by 2006 on 1,000 acres he and a few business partners owned near the town of Cascade, it was not a new concept to him. The difference this time was how he and his friends Bert Reissig and Myra Benjamin might be able to structure the easement donations.

A real estate attorney by profession and previously the El Paso County Planning Director, PJ was also a founding member of the Colorado State Parks Foundation in 1985. He met Bert and Myra in 1995 when they retained him to look into the non-compete agreement with the antennae farm adjacent to the land Bert and Myra owned on top of Cheyenne Mountain (see main article).



PJ, Bert and Myra became close friends over the years as they worked together to figure out how to preserve Bert and Myra's grandfather's mountaintop land. In fact, the three of them had nearly 13 years to cement the friendship, thanks to four years spent on the non-compete agreement, followed by another nine years negotiating with Colorado State Parks and Colorado Springs' TOPS program on how best to preserve the 925-acre parcel capping Cheyenne Mountain.

So it was while PJ patiently waited for the TOPS staff to hike up Cheyenne Mountain that the idea came to him: if conservation easements were donated on the 957 acres first, it could lower the purchase price enough for Colorado Springs and Colorado State Parks to afford the land. Combined with the sale of tax credits generated by the conservation easement donations, it would be enough 'return' to meet Bert and Myra's financial needs, while finally achieving their vision of preserving the top of Cheyenne Mountain.

PJ later commented that, *"If it weren't for conservation easements and the tax credit program, I'd be out marketing 35-acre parcels on the top of the Mountain."* Are other conservation easements in his future? PJ thinks so. Patience really does 'pay' sometimes.