

2009
Connecticut
LAND CONSERVATION
Conference

Saturday, April 4, 2009
Wesleyan University
Middletown, CT

8:30 AM to 4:00 PM



Connecticut Land Conservation Conference

Sharpen your skills, make connections and learn more about the most important issues facing Connecticut's land conservation community today! As the state's largest annual land conservation gathering, this year's conference is bigger and better than ever, with a full slate of exciting activities.

2009 Conference Highlights

- ⇒ Over 25 workshops covering a range of topics directly affecting citizens and environments across Connecticut.
- ⇒ Keynote Presentation by Russ Brenneman! Russ participated in the formation of the first land trusts in CT, drafted the CT conservation easement law, and served as president of the CT Forest and Park Association. He has been a Trustee of The Nature Conservancy and was a founding member of the Great Meadows Land Trust. He currently teaches environmental law and policy at Trinity College and is of counsel to the law firm of Murtha Cullina LLP.
- ⇒ Special, in-depth workshop on conservation easement defense.
- ⇒ An introduction to the NEW Connecticut Land Conservation Council (CLCC), featuring enhanced member services and grants.
- ⇒ Lunch, networking opportunities, displays and much more!

**A Conference Registration Form is located on Page 16.
Please complete and return it as soon as possible.**

Make the 2009 Land Conservation Conference your "must-attend" event for the year, and be sure to bring a friend!

Thank you to our conference underwriters:
Northeast Utilities Foundation
The Gryphon Fund

Agenda

8:30 am Registration/Continental Breakfast

9:00 am Welcome

CT Land Conservation Council Update
Announcement: CT Land Trust Challenge Fund

9:45 am Excellence in Land Conservation Awards

10:00 am Keynote Address

Russ Brenneman, Esq., "Volunteers: The Foundational Building Blocks of CT Land Conservation"

10:30 am Coffee Break/Networking

10:45 am Workshop Session I

12:00 pm Lunch/Break-out Discussions

Funders Forum
Deal Doctor
Board Leaders Forum
Farmland Preservation
Working with Game Clubs

1:00 pm Workshop Session II

2:30 pm Coffee Break/Networking

2:45 pm Workshop Session III

4:00 pm Conference ends/Shuttle to parking

CT Land Conservation Council Awards **Call for Nominations**

The CLCC seeks nominations for our annual recognition of excellence in conservation.

1. **Excellence in Stewardship**
2. **Successful Collaboration**
3. **Exemplary Fundraising or Outreach Project**
4. **Outstanding Land Acquisition Effort**

Only one nomination will be recognized in each category. Awardees will be asked to bring a display showcasing their award topic to the conference. Nominations are being accepted until **March 19, 2009**.

How to submit nominations:

Nominations will be submitted via an online application. For more information, please visit: www.nature.org/clcc/2009conference.

Poster Session and Display Tables

We invite you to reserve a table or display a poster detailing your organization or highlighting any work accomplished this past year. Tables will be free for non-profits and \$25 for businesses. Please contact Sarah Pellegrino at 860-344-0716 ext. 320, by email to spellegrino@tnc.org, or include notice with your registration form.

Special Thanks

The CLCC would like to sincerely thank the conference planning committee for developing another exciting Annual Conference!

Hunter Brawley (Naromi/Cornwall Land Trusts), **Kevin Case** (Land Trust Alliance), **Damon Hearne** (CT Forest and Park Association) **Dan Hubbard** (Dan Hubbard and Associates, LLC), **Connie Manes** (Manes Consulting, LLC/Kent Land Trust) and **Elisabeth Moore** (CT Farmland Trust).

Workshop Descriptions

Session I

1. **Reading the Landscape to Plan & Maintain Trails**

Many land trusts have properties with trails and may have questions about how to manage them. In this workshop, you will learn basic tools and techniques to assess trail conditions and how to solve the most common problems.

Presenter: John Monroe, National Park Service.

2. **Establishing an Easement Monitoring Program**

Executing the easement document is only the beginning of the land trust's perpetual obligation to monitor and protect the conservation values of the eased property. This session will provide a comprehensive overview of the components of a monitoring program, including the real-world experiences of organizations whose programs are run by staff and by volunteers.

Presenters: Damon Hearne, CT Forest and Park Association and Susan Branson, Steep Rock Association.

3. **Anatomy of a Land Transaction**

This workshop will dissect your typical land conservation project and provide the gory details on: diagnosing the opportunity; evaluating the conservation options; cutting the deal; structuring the project; due diligence for a healthy outcome; sewing up funding and making it through closing.

Presenter: Melissa Spear.

4. **Protecting Family Lands - Strategies for Permanent Land Conservation**

Families faced with unanticipated financial needs often feel their only option is to sell their property. While this action will result in a short-term financial gain, such transactions may also result in a loss of family heritage and unintended consequences to the greater community. Come hear how your land trust can start discussions with landowners and build awareness about available conservation options and estate planning tools that may satisfy financial needs without necessarily resulting in the loss of the family property.

Presenter: Frederick B. Gahagan, Esq., Waller, Smith & Palmer P.C.

5. Navigating the New IRS Form 990 (Annual Tax Return)

This presentation is designed for all those who suffer from MEGO (My Eyes Glaze Over) when thinking about the IRS Form 990. Participants in the seminar will learn about the new 990 and be able to articulate to others how it affects their organization; understand what the organization needs to do to file in an efficient and effective way and use the 990 to improve what donors see when they are deciding to support a non-profit organization.

Presenters: Lucinda Hunt-Stowell, Land Trust Accreditation Commission and Katharine Estes, CPA.

6. Meaningful Collaboration for Small Land Trusts – Leveraging Your Collective Powers

In Portland, Maine, three neighboring, all-volunteer land trusts decided to try something new to facilitate their systems and strengthen their ability to protect lands in their towns. In lieu of each hiring staff, they developed the idea of the Portland North Land Trust Collaborative. Come learn how the Collaborative came to be and how collaborations can transform the work and success of small, all-volunteer organizations.

Presenter: Jessica Burton, Portland North Land Trust Collaborative.

7. Getting People to Care - Engaging the Community With Your Land Trust

Wouldn't you like your community to be more involved with the mission and activities of your organization? Have you run out of new ideas? Come and learn what your peer land trusts are doing to successfully engage their target audience and see if these examples might be a good fit for your town.

Presenters: Regina Badura, Southbury Land Trust; Martha Rice, Branford Land Trust and Mary Ellen Mullins, Canton Land Conservation Trust.

8. Raising Money in Difficult Times

Trying to raise money during an economic downturn certainly takes the "fun" out of fundraising. The good news is that even in times of difficulty, individuals, foundations and corporations still continue to give. Now is the time to get back to basics and strengthen and maintain relationships with your donors. Learn to prioritize where to focus your fundraising efforts and how to position your organization for continued success.

Presenter: Allan Williams, CTGoodWorks.com.

Workshop Session II

1. **How to Conduct an Environmental Hazard Assessment**

Serious liabilities may be attached even to seemingly benign properties. Staff or volunteers should consider conducting EHAs on all prospective acquisitions to identify any potential red-flag issues. Come and learn the "How-To's" of this important due diligence step.

Presenter: Dennis Waslenchuk, ENVIRON International Corp.

2. **Forestry Projects on Land Trust Property**

Land trusts own and manage significant tracts of forest land in CT. If conducted properly, selective timber harvests on these properties can increase forest health, enhance habitat for birds and other wildlife and generate income. Join our presenters in a discussion on the principals of active forest management that integrate the goals of income from wood products with habitat enhancement and other benefits.

Presenters: Steve Broderick, CT Forest and Park Association; Dave Schroeder, Wolf Den Land Trust and Mike Bartlett, Hull Forest Products.

3. **Tools for the Farm-Friendly Town**

This session will explore the tools available to municipal leaders to plan a future for agriculture in their community. Topics will include planning, zoning, and economic development options; how to inspire local champions; and a discussion of steps taken in Connecticut.

Presenters: Joan Nichols, CT Farm Bureau Association; Ben Bowell and Jiff Martin, American Farmland Trust.

4. **Conserving Land in an Urban Environment**

Community land trusts play unique roles in urban environments. Come and learn how the Bridgeport Community Land Trust works in an urban environment establishing community gardens, becoming a "Conservation Heritage Designation" agency and encouraging the involvement and education of urban youth in conservation issues.

Presenters: Robert E. Halstead, Christine Cook, Ted Littlejohn, Joy van Hemert and Lynn Pritchard, Bridgeport Community Land Trust.

5. Conservation Easements: Soup to Nuts

A beginner and intermediate level overview of conservation easements. Discussion will explore conservation easements in detail - their advantages and disadvantages, CT statutory requirements, federal deductibility requirements, drafting issues, and federal and state tax benefits. The seminar will touch on several practices under S&P Standards 9,10 & 11.

Presenter: Linda P. Francois, Esq. of Cooper, Whitney, Cochran & Francois, Attorneys.

6. Recordkeeping for Land Trusts (LTA Curriculum Module)

Eighteenth-century poet Edward Young wrote that "records defy the tooth of time". But will your records withstand the bite of time? This course gives you what you need to know about the legal requirements for operating a land trust and keeping good organizational and transaction records. You will learn how to develop and implement policies to guide how your land trust creates, collects, retains, stores, protects, and disposes of these types of records.

Presenter: Connie Manes, Esq., Manes Consulting, LLC/Kent Land Trust.

7. Effective Lobbying for Land Trusts

Land trusts are increasingly involved in public advocacy through promoting town open space bond initiatives, opposing proposed developments before land use commissions, or joining statewide lobbying coalitions. The IRS' lobbying regulations affect them as tax-exempt 501(c)(3) public charities. This session will clarify how land trusts can comply with the federal/state lobbying regulations, while successfully influencing land conservation policies and initiatives.

Presenter: David Sutherland, The Nature Conservancy.

8. Using the Web To Advance Your Land Trust

This session will focus on simple, user friendly web-based solutions for people interested in maintaining their own modern and dynamic websites, using interactive maps and collecting dues and donations on-line. We will avoid jargon and focus on tools that do not require a technical background.

Presenter: Damon Hearne, CT Forest and Park Association.

Workshop Session III

1. Using GPS to Monitor Land Trust Holdings

Learn how you can photo-document your land trust properties and easements using an inexpensive GPS receiver, a digital camera and free software. We also will cover how GPS locational data can be used to geotag photographs and how such photographs can be viewed and distributed using Google Earth.

Presenters: Sandy Prisloe and Cary Chadwick, University of CT.

2. Habitat-Based Management Planning

Many land trusts and municipalities have acquired large portfolios of properties that are now permanently protected. Even though the land is protected from future development, surrounding land use pressures, invasive species or natural succession may cause drastic changes to these properties. Management of protected areas is often necessary to maintain or improve particular habitats or to manage for specific species. In this workshop, we offer a habitat-based management planning approach as the critical next step, after acquisition, in protecting the ecological value of these lands.

Presenters: Juliana Barrett and John Rozum, University of CT.

3. Protecting Town Owned Parks and Conservation Land

Sometimes municipal parks and conservation lands are not as protected as it might appear. This workshop focuses on strategies to understand the potential threats to municipal parks and conservation land, identifying selling points to municipalities for increasing their protections on such lands, approaches to address condemnation concerns on government conservation lands, and helping municipalities pro-actively adopt public procedures for the conversion of conservation lands when necessary.

Presenter: Edward Sortwell Clement, Jr., Esq., E. D. Aquidneck Land Trust, Rhode Island.

4. Best Practices for Easement Baseline Documentation

This workshop proposes to cover basic requirements and best practices for baseline documentation. Workshop participants will learn: basic requirements of baseline documentation, how to create baselines for protected properties with no documentation, and online and professional resources for obtaining property documentation.

Presenters: Elisabeth Moore, CT Farmland Trust and Anthony Irving, EECOS.

5. Surveying 101: Map and Compass Skills for Monitoring Conservation Lands

Where is your land? What are the boundaries? The most fundamental questions of acquiring and managing land trust holdings are often the most frequently overlooked. This session will discuss the basics of property surveys - addressing not only the differences in types of mapping and surveys, but also what to look and ask for when hiring surveyors for your projects. The session will also include exercises on map reading, land description interpretation, and field navigation.

Presenter: Jeff Stefanik, CME Associates, Inc.

6. Indispensable Policies for Effective Nonprofit Leadership

Good organizational policies provide guidance for directors/staff, reducing risk and ensuring common understanding through a framework for making sound decisions. This workshop will enumerate essential governance and operational policies, providing practical insight on their key components, tips for implementation, and comparing sample documents. Additional resources and model documents will help jumpstart your drafting or revision process.

Presenter: Connie Manes, Esq., Manes Consulting LLC/Kent Land Trust.

7. Advocating for Conservation in Tough Economic Times

How can you convince your towns and the state to invest in land acquisition when they are facing severe budget crises? We'll discuss critical land purchases the state made during previous economic depressions, the best economic arguments for land preservation, and strategies for appealing to donors and elected officials who are feeling the fiscal squeeze.

Presenter: Sandy Breslin, Audubon Connecticut and Melissa Spear.

8. Web Tools for Understanding Your Town's Land Base

The UConn Center for Land Use Education and Research has a number of web tools and other resources that can be helpful to land trusts. These include: online mapping tools like the Community Resource Inventory; landscape change information from the Connecticut's Changing Landscape project; aerial and elevation data and imagery; and websites devoted to low impact development. This workshop will consist of live demonstrations of these tools, and a discussion of how they might best be used by land trusts.

Presenter: Chet Arnold, University of Connecticut.

Full-Day Training Opportunity!

Managing Conservation Easements for Perpetuity

In addition to the shorter workshops available during the conference, this year CLCC is offering a full-day training during the conference for those interested in an in-depth treatment of one of the most important emerging issues in land conservation today.

Course Description:

It can be a minefield out there. Landowners will want you to amend an easement – but amendments are complex and risky. Landowners will request approvals for actions you never anticipated. Eventually some will push boundaries too far. Learn to navigate stewardship decisions with confidence. Explore policies and processes for making sound judgments and resolving issues in amendments, approvals and conservation easement enforcement. Learn violation prevention techniques. All this while maintaining good relationships with landowners. This seminar is based on new Land Trust Alliance Standards and Practices Curricula. There will also be time to discuss Land Trust Alliance's potential conservation easement collective defense insurance. The seminar will be facilitated by an attorney with 14 years of conservation easement drafting, transaction, and stewardship experience. Participants will receive the new 234-page Standard & Practices Curriculum Student Guide "Managing Conservation Easements in Perpetuity" that comes with the training.

Presenters:

Annette Lorraine provides "Land as Legacy" consulting services on all aspects of land conservation to nonprofit land trusts, government entities, and landowners throughout the Northeast. She is also a real estate attorney in Vermont, and in her rare spare time, an artist. She has focused on land protection and stewardship work since 1995, serving as both conservation director and stewardship director of an active two-state land trust.

Ethan Winter is the New York Conservation Manager for the Land Trust Alliance.

Note: Participants in the day-long training will have the same opportunities to attend the morning plenary, breaks and lunch so as to not miss out on any networking opportunities with friends and colleagues.

Cost: There is an additional \$18 charge for the full-day training to cover the cost of the student guide.

Directions to Wesleyan University

From Hartford and points north:

Take I-91 south to Exit 22 for Route 9 southbound. At exit 15, turn right onto Route 66 West (Washington Street), turn left onto High Street.

From New Haven, New York and points south:

Take I-95 North to I-91 North. At exit 18, take Route 691/66 East. Route 66 becomes Washington Street in Middletown. Take right onto High Street.

Or, take I-95 north to the Merritt/Wilbur Cross Parkway (Route 15 North) to Route 66 Eastbound. Take right onto High Street.

From Waterbury and points west:

Take I-84 East. Take exit 27 to Route 691/66 East. Route 66 becomes Washington Street in Middletown. Take right onto High Street.

From Boston and points northeast:

Take the Massachusetts Turnpike (I-90) West to Exit 9 for I-84 West to Hartford. Take exit 57 over the Charter Oak Bridge and follow the signs to I-91 South. Take I-91 south to exit 22 for Route 9 Southbound, At exit 15, turn right onto Route 66 West (Washington Street), turn left onto High Street.

Or, take I-95 South through Providence, then take Exit 69 to Route 9 North (approximately 26 miles to Middletown). At exit 15, turn left.

The conference will be held in the Exley Science Center, located between Church Street and Lawn Avenue. Both Church Street and Lawn Avenue will be right-hand turns off of High Street. Please continue south to 55 High Street to park.

A campus map is available for download from the Wesleyan University website:

www.wesleyan.edu/virtualtour/

To park, please continue south to 55 High Street, accessed via a right turn onto Beach Street.

Parking and Shuttle Service

Parking for the conference will be available at the Liberty Bank corporate office building, located at 55 High Street. This lot is a short walk to the Wesleyan campus.

Shuttle service will be available from this lot from 8 - 10 A.M., as well as at the end of the conference.

There are also two parking lots on campus available to attendees that will be reserved for staff and presenters (shown as lots C and D on the virtual map). Please let us know if you physically require a spot in an adjacent lot and we will happily accommodate your request.

Street parking is also available.

An interactive campus map is available for download from:

www.wesleyan.edu/virtualtour/

Conference Updates and Announcements

Please be sure to check the conference website before the day of the event for any updates or changes to the agenda, parking or shuttle information:

www.nature.org/clcc/2009conference

***In case of severe weather on the day of the Conference,**
please phone 860-344-0716 for a recording of cancellation information

About the *Connecticut Land Conservation Council*

The Connecticut Land Conservation Council works to increase the pace, quality and scale of land conservation in Connecticut while assuring the perpetual, high quality stewardship of conserved lands in the state.

The Council provides CT's land conservation community with:

- A voice for land conservation at the capitol.
- Direct assistance for member land trusts and other organizations on Connecticut-specific land conservation topics.
- A website and regular E-news to provide current and relevant land conservation information to Connecticut land conservation organizations.
- Training and education opportunities that explore the emerging land conservation opportunities and challenges in Connecticut.
- A venue for bringing forward issues of importance to other conservation groups.

CLCC Steering Committee

David Bingham, Salem Land Trust
Hunter Brawley, Naromi and Cornwall Land Trusts
Sandy Breslin, Audubon Connecticut
Kevin Case, Land Trust Alliance
Katchen Coley, Middletown Garden Club
Damon Hearne, CT Forest and Park Association
Chuck Howard, Simsbury Land Trust
Elaine LaBella, Housatonic Valley Association
Charles Leach, Farmington Land Trust
Tom O'Dell, CT Assoc. of Conservation + Inland Wetlands Comm.
Melissa Spear
David Sutherland, The Nature Conservancy

We are currently working to update our membership database. Please send us the your updated contact information and the names of any others who may be interested in attending this conference. Please send an email or call Sarah Pellegrino at: spellegrino@tnc.org or call (860)344-0716, ext. 320.

Registration Form

Name: _____

Affiliation: _____

Address: _____

Workshop Session I

- 1. Reading the Landscape to Plan and Maintain Trails
- 2. Establishing an Easement Monitoring Program
- 3. Anatomy of a Land Transaction
- 4. Preserving Family Lands
- 5. Navigating the New IRS Form 990
- 6. Meaningful Collaboration for Small Land Trusts
- 7. Engaging the Community in Your Land Trust
- 8. Raising Money in Difficult Times

Workshop Session II

- 1. How to Conduct an Environmental Hazard Assessment
- 2. Forestry Projects on Land Trust Property
- 3. Tools for the Farm-Friendly Town
- 4. Conserving Land in an Urban Environment
- 5. Conservation Easements: Soup to Nuts
- 6. Recordkeeping for Land Trusts
- 7. Effective Lobbying for Land Trusts
- 8. Using the Web to Advance Your Land Trust

Workshop Session III

- 1. Using GPS to Monitor Land Trust Holdings
- 2. Habitat-Based Management Planning
- 3. Protecting Town Owned Parks and Conservation Land
- 4. Best Practices for Easement Baseline Documentation
- 5. Surveying 101: Map and Compass Skills
- 6. Indispensable Policies for Effective Nonprofit Leadership
- 7. Advocating for Conservation in Tough Economic Times
- 8. Web Tools for Understanding Your Town's Land Base

Full Day Workshop (Please add \$18 to registration total)

Display Table (Please add \$25 if a for-profit entity)

COST: \$40 CLCC MEMBERS, \$50 NON-MEMBERS

Add \$10 for registration after March 20th. Please make checks payable to "CLCC" and mail with this form to the address below.

CLCC Conference, c/o TNC
55 High St.
Middletown, CT 06457

CT Land Conservation Council
c/o The Nature Conservancy
55 High St.
Middletown, CT 06457

On the cover: Iron Mountain, Kent, CT
Photo by Hunter Brawley

We look forward to seeing you on Saturday, April 4th!