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SUMMER . 2019
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COMMUNITY PARTNERSHIPS

Stewardship in a
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Mobile Tech for
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DEBBIE ASAKAWA

14 COVER STORY ▶

Productive Partnerships

By Madeline Bodin

Connecting with community groups or local businesses can provide surprising benefits to your land trust, including reaching new people who might not have given a thought to conservation before.



SABRINA CUMMINGS

ON THE COVER:

Bill Partin's photo won the wildlife category in Friends of the Columbia Gorge's 2018 photo contest and was displayed at a conservation photo exhibit in partnership with the Columbia Center for the Arts in Hood River, Oregon. Read more about land trust partnerships on page 14.

BILL PARTIN



JEFF KATRIS

◀ FEATURE **18**

Unwelcome Arrivals

By Marina Schauffler

Climate change is challenging land trusts in many ways, including in stewarding protected lands. Find out how land trusts are managing threats in a systematic way to increase the land's resilience.



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Creating Future Stewards

There's nothing like seeing children experience nature for the first time and helping them make memories that will lead them to conservation.



ELIAS GRANT

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By Dan Rademacher

Technology has the power to transform land trust work in the areas of monitoring, media production and engaging communities.

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Don't forget the often forgotten.

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— BILL SILBERSTEIN, ATTORNEY AT LAW

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THE LEGACY SOCIETY RECOGNIZES
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BY INCLUDING THE LAND TRUST
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Generating Solutions for the Communities We Serve

On May 1, I took part in a plenary panel on “Breakthroughs on Nature and Carbon Capture” at the American Climate Leadership Summit in Washington, D.C. I never miss an opportunity to spread the message that “natural climate solutions” are real and can play a significant role in mitigating climate change.

This set of solutions includes the avoided conversion of forestlands, wetlands, grasslands and agricultural lands—in other words, what land trusts do every day. It also includes smart land stewardship that features land management practices designed with climate change in mind. We highlight a number of those practices in the story on page 18 of this issue.

While I was thrilled to talk about the importance of private land conservation and stewardship to climate change mitigation, I also came away from the conference with renewed appreciation and enthusiasm for our community’s expanding efforts to reach out to new audiences. Speakers and attendees came from many different sectors, including climate justice, science, health, technology and faith. These are sectors that do not necessarily understand the role of land conservation and how it can serve the needs of people, but there were hundreds of open minds in the room and our message resonated with them.

And I note that the audience challenged me and my fellow panelists to explain how organizations advancing natural climate solutions are addressing the needs of people who have traditionally been excluded from land use decisions and who are often most at risk of climate impacts. This, of course, took us into the realm of community conservation, examples of which we highlight in every issue of *Saving Land*.

Climate change and the need to expand our relevance to people who have not traditionally been served by or engaged in land conservation are two of the most critical issues facing the land trust community. I’m thrilled that land trusts from across the country are enthusiastically seeking ways to address both concerns and that we are positioned to make a real difference. And I’m committed to making sure the Alliance is providing the tools, resources and information to help point the way.



DI. GLISSON, II

Andrew Bowman

A handwritten signature in black ink, appearing to read "Andrew Bowman".

BY Kirsten Ferguson

Saving Hairy Belly Bees and Other Pollinators

Land trusts around the country have joined the fight to protect native pollinators, which are essential to the planet and to human life, allowing for the reproduction of over 85% of the world's flowering plants and two-thirds of the world's crop species (xerces.org/pollinator-conservation).

"Native pollinators are at the heart of a healthy environment," says Mace Vaughan, codirector of the Xerces Society's pollinator conservation program. Yet bees, butterflies and other natural pollinators are disappearing, impacted by disease, pesticides and the loss of habitat and open space. "The good news is that land trusts can integrate pollinator habitat into their work, which will bring huge benefits for bees," he says.

Land trusts joining the fight to save native pollinators include the accredited

Lower Shore Land Trust of Maryland's Eastern Shore, which hosts a Delmarva pollinator festival and native plant sale and helps home gardeners certify their gardens as pollinator-friendly. Another is Indiana's Sycamore Land Trust, also accredited, which offers environmental education on native plants and gardening practices that help wildlife involved in the cycle of pollination.

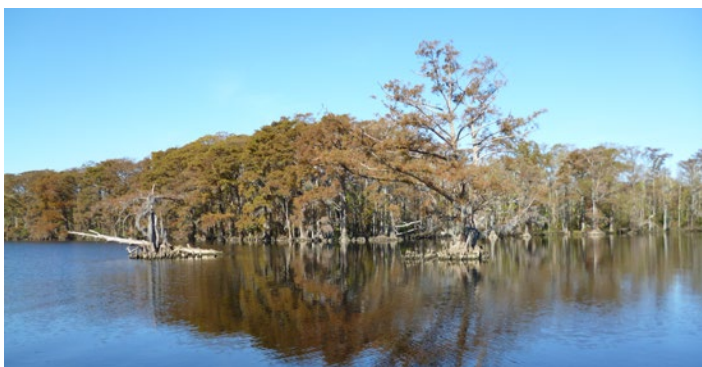
The Xerces Society maintains an extensive website of resources that land trusts can draw from to save pollinator habitat and attract pollinators to protected land. Visit www.xerces.org/pollinator-resource-center for regional information on pollinator plants, habitat conservation guides, nest management instructions, bee identification and monitoring and directories of native pollinator plant nurseries. •



A hairy belly bee gets its name from the specialized hairs, or "scopa," on its underside.

"BEE 32" BY CHRISTA R./CC FLICKR

Protected Site Offers Clues to the "Lost Colony"



NORTH CAROLINA COASTAL LAND TRUST

North Carolina's Site X is ecologically and historically significant.

Near the confluence of Salmon Creek and Albemarle Sound in Bertie County, North Carolina, archaeologists continue to uncover artifacts that may reveal clues to the 400-year mystery of the Lost Colony of Roanoke Island.

Established in 1585, the colony was the first attempt at a permanent English settlement in North America, but all trace of

its settlers had vanished by 1590. Thanks to the accredited North Carolina Coastal Land Trust's purchase of nearly 1,000 acres, referred to as "Site X," new light may be shed on the mystery.

The property, once slated for waterfront development, hosts significant archaeological resources. Native Algonkin artifacts have been found, along with English artifacts attributable to the period, which researchers think is evidence that survivors from the Lost Colony relocated to this area after leaving Roanoke Island in the late 1580s.

In addition to its archeological significance, the land also features Salmon Creek frontage, cypress-gum swamp, bottomland hardwood forest and ecologically significant tidal freshwater marsh.

In March the Coastal Land Trust held a dedication event to celebrate transferring the property to North Carolina's Division of Parks and Recreation for management as the new public Salmon Creek State Natural Area. "This was the most ambitious and exciting project in the land trust's history," says Executive Director Camilla Herlevich. •

Awards Keep Maryland Beautiful

Ten Maryland land trusts received awards in March from the Keep Maryland Beautiful grants program, which supports efforts to improve communities, protect nature and address environmental challenges.

Maryland Environmental Trust (MET), a division of the Maryland Department of Resources, awarded 71 grants, including 10 Janice Hollmann grant awards to Maryland land trusts to support conservation, outreach and stewardship programs. The award is named in memory of environmental activist Janice Hollmann, who created the first land trust in Maryland, now known as the Scenic Rivers Land Trust.

“A core part of our mission is to support nonprofits and community organizations that promote stewardship of our open spaces, environmental education and neighborhood greening activities,” says MET Director Bill Leahy. “We continue to seek paths of expanding our Keep Maryland Beautiful grants program to increase its impact across the state.”

In addition, Ann Jones received the \$5,000 Aileen Hughes award for her innovation and outstanding leadership of multiple Maryland land trusts and coalitions, including Partners for Open Space, Baltimore County Land Trust Alliance and the Land Preservation Trust, Inc. The grant honors the late Aileen Hughes,

who served for many years as the president of the accredited American Chestnut Land Trust.

“Ann’s knowledge, service and contribution to Maryland’s conservation community are exceptional, and her expertise is unmatched,” says Michelle Johnson Grafton, MET land trust coordinator. •



Ann Jones received the Aileen Hughes award in March for her legacy of conservation.

COURTESY OF ANN JONES

Strides Toward Saving an Elusive Panther

The endangered Florida panther, a North American cougar, will gain new protected habitat thanks to the Conservation Foundation of the Gulf Coast and partners.

Last fall the accredited land trust worked with Collier County and the U.S. Fish and Wildlife Service to place a 1,500-

acre conservation easement on the county-owned Pepper Ranch Preserve, where trail cameras document extensive panther use.

The property is located within the Florida panther primary habitat zone established by USFWS, and the conservation easement is required as part of a mitigation agreement offsetting impacts to panther habitat from Collier County’s development of public facilities.

Pepper Ranch Preserve is also rich with other wildlife, including a variety of wading birds, alligators and Florida black bears.

“We are thrilled to be given this responsibility to ensure the protection of Pepper Ranch Preserve forever,” says Christine Johnson, president of the foundation. “This property is another milestone in our quest to create a corridor for the Florida panther and other wildlife, from the Myakka-Duette area south to the Babcock-Webb Wildlife Management Area in Charlotte County and southward across the Caloosahatchee River and down to Pepper Ranch Preserve and the Everglades.” •



MOLLY DUVALL, WILDLIFE CAM

Habitat for the endangered Florida panther is now protected at Pepper Ranch Preserve in Collier County, Florida, where a wildlife cam caught this image.

A Compromise Saves Trees at a Minnesota Airport

Any chance to save old-growth trees is worth celebrating. The accredited Minnesota Land Trust managed to do just that when the expansion of a runway threatened tall pines at Duluth Sky Harbor Airport.

In the late 1990s the land trust secured the Minnesota Point property from a utility company, protected it with an easement and transferred it to the state of Minnesota. The popular Minnesota Point is unique within the Great Lakes, with a trail, beach and Lake Superior dune forest habitat. Unfortunately, the land also happens to be next to an airport runway.

In the early 2000s the airport changed its designation to instrument approach, which necessitated a larger approach clearing. This, in turn, began a battle over the fate of hundreds of pines at the end of the runway, which authorities wanted cut or topped.

This could have resulted in a long, protracted legal battle. Instead, the involved entities came up with an alternative. Construction is now under way to realign and lengthen the runway to avoid damaging the trees.

“It’s a great story of land protection but also one of a unique compromise by the Federal Aviation Administration, Department of Transportation, Department of Natural Resources, the airport authority



HANSI JOHNSON/MINNESOTA LAND TRUST

Old-growth pines were saved at the popular Minnesota Point thanks to a unique compromise.

and others,” says Kris Larson, Minnesota Land Trust executive director. “They should be congratulated for their willingness to look at alternatives. There aren’t many instances of a major infrastructure like an airport runway being moved to save trees.” •

Landmark Deal Preserves Historic Cemetery

On Martin Luther King Jr.’s birthday, the Virginia Outdoors Foundation (VOF) and the Enrichmond Foundation celebrated the protection of the historic Evergreen Cemetery in Richmond.

The project sets the stage for one of the nation’s largest restorations of a historic African American cemetery. Evergreen is the resting place of thousands of African Americans dating back to the 19th century, including notable Richmond leaders such as businesswoman Maggie Lena Walker and newspaper editor John Mitchell Jr.

VOF allocated \$400,000 from its Preservation Trust Fund to protect and restore Evergreen along with the neighboring East End Cemetery. VOF worked with Enrichmond, the site’s caretaker, to record an open-space easement that ensures the

property will not deteriorate further and will remain accessible to the public.

As many African American families fled Virginia during the early 20th century to escape racial violence and discrimination, the cemetery, which did not have a perpetual care fund, gradually suffered from overgrowth, trash and vandalism.

More than 200 volunteers braved chilly temperatures to clear weeds from overgrown sections of the 60-acre cemetery on the day of service, at which VOF Executive Director Brett Glymph and Enrichmond Executive Director John Sydnor signed a ceremonial copy of the easement deed.

“Today we are recognizing the importance of the lives of the individuals buried here and their countless contributions to our city, to our commonwealth and to our country, in spite of slavery and in spite of the oppression

of Jim Crow,” said Glymph. “We look to them for guidance as we continue our work of building community and creating a more fair and just society for all.” •



COURTESY OF THE VIRGINIA OUTDOORS FOUNDATION

Community leaders, volunteers and families celebrate the easement signing with Richmond Mayor Levar Stoney (at right).

Easing the Way for Amphibians



CARA GENTRY

A salamander gets a hand from a volunteer.

Why did the salamander cross the road? That's a question asked this spring by Wallkill Valley Land Trust (WVLT) of southern Ulster County, New York. The accredited

land trust recruits volunteers on rainy spring evenings to monitor areas where amphibians like salamanders, toads and frogs emerge from hibernation in the forest and make their annual migration to woodland pools to breed.

When conditions are right, hundreds, if not thousands, of amphibians are on the move. Unfortunately, because forest and wetland habitats are often divided by development, many slow-moving amphibians must cross dangerous roads.

The New York State Department of Environmental Conservation's Amphibian Migrations and Road Crossing Project (AM&RC), now in its 11th year, has launched a pilot partnership program with local organizations to help them organize

and train nature-loving volunteers to identify, count and help amphibians safely cross the road during spring migrations.

"I had been a volunteer for the AM&RC program for eight years, so when I was hired as WVLT's new coordinator of land stewardship, it was a natural progression to have WVLT be involved in the pilot partnership program," says Cara Gentry.

WVLT's volunteers were asked to adopt a section of road to monitor, collecting data that will help the land trust learn more about the road crossings near its easements and fee lands. Data collected by volunteers is sent to the AM&RC program and added to information collected throughout the Hudson River Estuary Watershed. •

Partnership Supports Delicate Cave Ecosystems

Caves are fascinating yet fragile ecosystems, inhabited by species adapted to life deep underground. Recognizing the importance of caves and karst topography on its nature preserves, the accredited Land Trust of North Alabama (LTNA) signed a memorandum of understanding with the National Speleological Society (NSS), the world's largest nonprofit organization dedicated to the exploration, study and protection of caves and their environments.

The agreement will lead to the creation of management plans for caves protected by LTNA, with NSS providing expertise for stewarding these delicate underground ecosystems. The organizations will also work together to develop a permitting system for accessing caves on land trust properties to support the conscientious use of cave and groundwater resources by making visitation as low-impact as possible.

"This partnership creates new opportunities to collaborate on stewardship efforts and to provide the community with educational programs that highlight the unique geology of North Alabama," says Marie Bostick, LTNA executive director. 🍀



NATIONAL SPELEOLOGICAL SOCIETY

There are thousands of mapped caves documented across North Alabama, including many on land trust properties.

BY Robert Schwartz



DI GLISSON, II

ADVOCACY DAYS 2019!

Making Powerful Allies for Conservation

High temperatures and high anticipation greeted land conservationists upon their arrival in Washington, D.C., for the eighth annual Land Trust Alliance Advocacy Days, held April 8–10. As in past years, the event allowed land trust staff, board members and volunteers the opportunity to build awareness and advocate for several pressing land conservation issues, including advancing legislation aimed at halting abusive syndicated conservation transactions, reauthorizing the North American Wetlands Conservation Act and educating congressional offices on the impact of a proposed IRS rule on state and local taxes and proposals to enhance opportunities for land trusts to hold easements.

Building Our Voice

For first-time participant Terri Lane, executive director of the accredited Northwest Arkansas Land Trust, the experience was all about jump-starting participation in the advocacy process. “Arkansas has very few land trusts, and our congresspeople are not as aware of the critical work we do or the legislation that impacts us,” said Lane, who added that she attended this year’s event to “develop relationships, build our voice and deepen

my own personal awareness on how best to participate as an advocate.”

Advocacy veteran Andrew Szwak, manager of governmental affairs for the accredited Openlands in Illinois, saw Advocacy Days as an opportunity to not only advocate but also lend a supportive hand: “All three new members in our region could be strong champions for climate resiliency and community conservation. But all three face potentially tough reelections in 2020 and need our help (and not-so-subtle

Left to right: Jerry Adelman, president and CEO of Openlands, attended Advocacy Days with board member Alan Bell and Andrew Szwak, manager of governmental affairs.

prodding) to focus on our issues among their many other competing priorities. We want to establish ourselves as ‘go-to’ people for members of Congress, especially the new members, when they have questions or want to accomplish something related to conservation.”

While Lane and Szwak touted relationship-building as a key reason for attending this year’s event, others like David Maybank, board chair of the accredited Lowcountry Land Trust in South Carolina, saw the social aspects that Advocacy Days provides as a key reason for making the trip to D.C. “Advocacy Days puts the staff and board members in a social setting together offsite, and that’s very healthy.” Not only did this year’s event afford attendees a self-guided tour through the halls of Congress, it also provided several opportunities to network with individuals from land trusts from across the country at two evening receptions and over 200 coordinated meetings with members of Congress and their staffs.

Becoming Part of a National Network

With such high expectations, the success of this year’s event was not lost on participants. “Advocacy Days introduced new members of Congress to our land trust, yes, but more importantly, it showed that we are part of a nationwide network of expert advocates for conservation,” said Szwak, whose sentiment was echoed by others, including Lane, who said, “It was extremely satisfying to be in D.C. and to talk with our congresspeople about our work at home. I look forward to keeping that momentum going and seeing what we can accomplish in Arkansas.”

In addition, multiple surveyed respondents credited the Alliance for helping to streamline and organize the event. “The Alliance always has a crisp agenda that maximizes our time in D.C. It could not be better run,” said Szwak. For Maybanks and Lane, both Advocacy Days first-timers, the trainings were what

stood out most. “The Alliance’s training I thought was exceptionally helpful. Certainly for me as a volunteer that had a general grasp of the issues, it really equipped me to go into the meetings and be more confident in my asks,” said Maybanks. Lane agreed, noting, “The first-timers session and issues briefings, and opportunities to ask lots of questions, were very helpful. The profile sheets on each of the elected officials in our packets were also very useful. And the debrief room near the Capitol was fantastic to have available.”

The Need to Grow Attendance

With the Alliance already in the process of planning for next year’s event, Lane, Maybanks and Szwak all voiced strong support for greater attendance—especially among land trust board members.

“We certainly would like to get more than just one board member coming up here next year,” said Maybanks. “Conservation has the advantage of being a reasonably bipartisan issue, so you can meet with the state delegation

regardless of whether you’re a Republican or Democrat...I think that it’s something that can continue to grow. The Alliance has done this eight times, so you know the drill, you just need to grow participation. And the way to grow participation is to attract the board members.”

Lane agreed, saying “There is more to do and more opportunity for our state that we should be exploring, and I would encourage a board member to attend with me next year if possible.” And Szwak may have summed it up best in saying, “It’s exhausting—a month’s worth of work in three days—[but] Advocacy Days engenders such a strong sense of ‘team’ among land trusts, and this team attitude really helps us work together and get to know each other much better than we might otherwise.”

If you are interested in learning more about this year’s event or how you can participate in next year’s Advocacy Days, please visit www.landtrustalliance.org/advocacydays. 🌿

ROBERT SCHWARTZ IS AMBASSADOR PROGRAM MANAGER FOR THE LAND TRUST ALLIANCE.

Advocacy Days 2019 Success in Numbers

115
participants

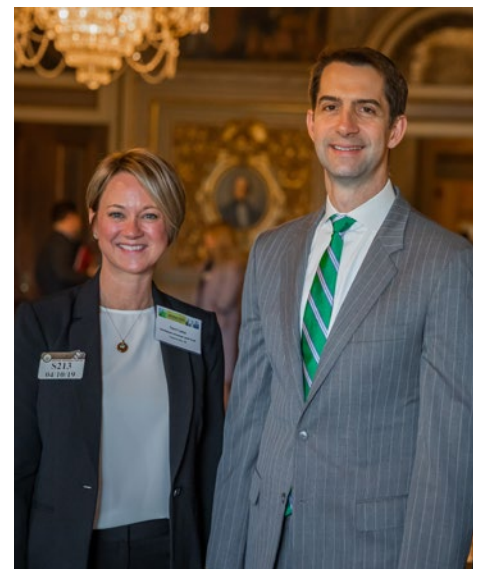
46
first-timers

22
board members

34
states represented

200+
Hill meetings

106
unique uses
of #Land4All



Left photo: Lowcountry Land Trust President and CEO Ashley Demosthenes and board chair David Maybank, III (both on the right) meet with members of Senator Lindsey Graham’s staff at Advocacy Days. Right photo: Terri Lane, executive director of Northwest Arkansas Land Trust, with Arkansas Senator Tom Cotton.



Conservation Conversations: Jerry Adelmann

Gerald Adelmann is president and CEO of Openlands, an accredited land trust serving the greater Chicago region. He has worked in conservation for over 30 years. His is the first in a series of interviews with land trust people that will run intermittently in this space.

How did you first become interested in conservation?

My interest and background were primarily in the built environment—history and historic preservation—but I grew up in the small town of Lockport, Illinois, southwest of Chicago, where we had nature all around—farmland, wetlands and prairie. So I always had an interest in nature.

After college, I lived in Europe for three years and got a new perspective on land use, reuse of buildings and thinking about how all the pieces fit into a larger mosaic of living, working and natural landscapes. After Europe, I volunteered to help save a very important piece of remnant prairie in Lockport. I had known it as a boy and remembered seeing herons and egrets there, but I'd had no idea about its biological significance. As I thought about the future of Lockport, it became clear that a regional perspective was the only way to go. A holistic approach to protecting land and local heritage made sense. I began thinking about a regional strategy along the historic route of the Illinois and Michigan Canal.

That work led me to Openlands and taking on the project that put this approach into practice: establishing the I&M Canal National Heritage Area, the first in the nation. There are now 55. It was the start of a new movement to think about all the elements of a landscape, all stakeholders, to create a shared vision for a region.

"People recognize our future is tied to nature and the future of nature is tied to us." —Jerry Adelmann

DJ GLISSON, II

Can you name some of the biggest changes you've seen in land conservation from the time you started to now?

Conservation was very siloed. Urban and metropolitan landscapes didn't fit too prominently into it. When I started, conservation was usually thought of as "Let's save a site and then draw a line around it." What has evolved is a landscape-scale approach. Now many conservationists recognize the integration of people and nature—the importance of people as advocates and stewards and volunteers. Another change, in our region in particular, has been the approach to farmland. When I started working in conservation, the narrative was "Farmers are evil. They drain wetlands and plough prairie." But they're people who care deeply about lands and food and soil. Farmland comprises 60% of our region. They are partners on the land.

Where do you see land conservation going in the next 50 years?

Climate is huge. It's something we can't overlook. Nature-based solutions are important to this challenge. Conservationists need to be at the table, they need to be creative, they need to integrate their ideas into climate solutions.

We also have to engage people of all backgrounds, particularly in metropolitan areas where more than 80% of Americans live. Many people think that conservation is for upper-class white people. But it's for everyone. We must genuinely engage people in conservation because we are all beneficiaries of what nature provides and we are all victims of the changes wrought by a warming planet. But underserved communities will be hit hardest. We all need to be advocates for nature.

What gives you hope in the world today?

People. People do care. It's so inspirational to see the breadth and scope of a constituency that seems to grow and grow. Youth today protesting because our governments aren't stepping up to climate gives me hope. I think that larger numbers of people recognize our future is tied to nature and the future of nature is tied to us. 🍌

BRANDON HAYES IS DIRECTOR OF COMMUNICATIONS AT OPENLANDS.



DJ Glisson, II

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productive PARTNERSHIPS

Connecting with community groups or local businesses can provide surprising benefits to your land trust

By Madeline Bodin

When Kevin Gorman, executive director of the Friends of the Columbia Gorge, stood before an audience gathered to hear an Oregon Symphony Orchestra quintet, he pointed out the surprising parallels between the two organizations: “The orchestra embraces us in the warmth of familiarity, but also pushes us to see the beauty in new forms.”

For the Oregon Symphony Orchestra, that means playing both classical works

and new music from living composers. For the Friends of the Columbia Gorge, that means encouraging residents of the Portland region to support the conservation of familiar landmarks in the Columbia River Gorge.

Land trusts that partner with community organizations with missions very different from theirs—such as symphony orchestras, restaurants and libraries—can go beyond a simple swap of fundraising opportunities. Land trusts have found that these

partnerships feed their success by providing diverse resources, reaching new audiences with new messages and renewing their own excitement about the work ahead.

Trial by Fire

The Friends of the Columbia Gorge’s partnership with the Oregon Symphony Orchestra was part of a cascade of community partnerships and events that flowed from the catastrophic fire that started in the gorge on Labor Day weekend in 2017.

People on a hike hosted by the Friends of the Columbia Gorge take in the beauty of Coyote Meadow. "There's a lot to be said about incorporating art to fill in the story of the land," says Executive Director Kevin Gorman.

DEBBIE ASAKAWA

Before the fire was out, Gorman says, the Friends of the Columbia Gorge shut down its own fundraising efforts and directed contributions to Hood River County Search and Rescue. This division of the Hood River County sheriff's office had rescued more than 150 hikers who were trapped in the gorge during the fire. The Friends' efforts raised over \$46,000 dollars for the squad.

Soon after the fire, the Friends were invited to take part in one concert of an innovative three-part series that the Oregon Symphony had created to celebrate the idea of home. A woodwind quintet played a program that included original works based on the songs of native Oregon birds. The Friends contributed photos of the gorge from previous photo contests to be projected on a screen as the quintet played. Gorman was invited to speak.

The Friends got a few new members and some donations that night, but it hasn't separated out the gains of that night from the overall surge in membership and donations it received after the fire. "Our membership has increased 40% since the fire," Gorman says.

The Friends of the Columbia Gorge did not start out as a land trust, he says. Conserving land is one part of a larger mission protecting and enhancing the scenic, natural, cultural and recreational resources of the Columbia River Gorge National Scenic Area.

"We've been doing community conservation for decades," he says.

In the future that mission will include even more partnerships with arts organizations. The Friends hosted a poetry reading when the nation's largest writing conference was held in Portland this spring. An art show of *plein air* painters may be next.

"There's a lot to be said about incorporating art to fill in the story of the land," says Gorman.

A Side Order of Conservation

The Oregon-based Wetlands Conservancy (accredited) has been conserving wetlands for 37 years and serving up its mission through the taste buds of Portland residents for nearly a decade. Whether it's oysters, crabs, salmon, beer, wine or spirits, says

Executive Director Esther Lev, "at the end of the day, it's all about water."

"The local events we participate in are a great way to interact with people who may not otherwise engage with our mission of conserving and restoring the greatest wetlands in the State of Oregon," Lev says. When they are out having fun, eating and drinking, water's connection to that oyster or that glass of beer can go down smoothly.

This February the Wetlands Conservancy participated in Shuck Portland, a city-wide event that raises awareness of the importance of oysters to the region, from ecosystem to dinner plate. "All of the Shuck Portland materials mention how the Wetlands Conservancy's conservation work supports the oyster industry," Lev says. The money raised is supporting the conservancy's work with the Confederated Tribes of Siletz Indians and Oregon Oyster Farms to improve Poole Slough estuary habitat that supports native oyster reefs and growth.

"This year we are continuing the Shuck experience by taking oyster lovers from the city to the coast to see where and how their favorite briny treats are grown," Lev says.

At the final Shuck event, Lev found herself sitting next to Brandy Feit, who was once the event's cocktail manager and is now a representative for Beam Suntory, a distilled beverage producer. One of the company's brands is Maker's Mark, an American-made bourbon whisky (that features the Scottish spelling).

The two immediately connected. "Esther said whiskey and water go together," says Feit. "We have Maker's Mark plant managers in Kentucky who are focused on water quality." Feit invited Lev to be a guest of honor at a dinner she was hosting for 75 women in the local beverage industry.

Lev was paired with Kari Graczyk, a bartender who created an original cocktail honoring Lev and her work for the event. Graczyk called the drink Brain Food because so many of its ingredients—including fish sauce and whiskey—are thought to boost brain power. "It's got a clean taste, with a bit of salinity," Graczyk says. Lev says, "It's delicious." (Find the recipe at www.lta.org/conservation-cocktail.)

As a guest of honor, Lev gave a speech during the dinner. "I got to introduce 75 people



From left to right are Brandy Feit, Esther Lev and Kari Graczyk.

JASON HORVATH

productive PARTNERSHIPS



Top: Brain Food cocktail, created in honor of Esther Lev of the Wetlands Conservancy. Bottom: A youth program hosted by the Conservation Foundation of the Gulf Coast helps create future supporters of conservation.

CHERYL JUETTEN



SABRINA CUMMINGS

to the concept of wetlands,” she says. She also sowed the seeds for future partnerships.

Feit says this time she was the one who reached out for a partnership, but land trusts shouldn’t hesitate to make the connection, especially with their local liquor distributor. “If you are in the liquor business, you are in the people business,” she says. You may not always get exactly what you ask for, she says, but the chances are good that the distributor will find some way to work with you.

Lev would like to continue the relationships she’s made from participating with these community partners. She’s already thinking about a promotion that can celebrate American Wetlands Month and give Portlanders another chance to try her signature cocktail.

“You have to meet people where they are,” Lev says, and a roomful of people enjoying fine food and beverages are enjoying the benefits of water conservation.

A Community of Resources

The Florida-based Conservation Foundation of the Gulf Coast (accredited) is no stranger to community partnerships. Its president, Christine Johnson, considers it part of the way the organization does business.

“I don’t think you can do this work alone,” Johnson says. “It’s too big. It’s too hard. Especially when you are trying to conserve large pieces of land in a quickly developing place like Florida, where a thousand new people move in every day.”

“When you ask yourself, how do I find the dollars, how do I find the volunteers, how do I show our relevance to conserve land, the answer is through relationships in your community,” she says. “All of those relationships feed your mission.”

Conservation Foundation of the Gulf Coast has 46 partnerships of all sorts. Some of them are formal partnerships, with a memorandum of understanding in place, Johnson says. Others come together casually, like partnering on a community event.

When the foundation approaches another organization about a partnership, it already has an idea of the need it can fill for the other organization. But you won’t know that unless you are involved with other organizations and the community, Johnson says. “I, and others on staff, serve on boards in town, including the tourism board.”

When the foundation reached out to four local youth organizations about providing outdoor experiences for their participants, it already knew that these organizations—the Boys and Girls Club, Girls Inc., Unidos Now and the Laurel Nokomis Civic Association—were all eager for programming for the at-risk youth they serve.

The programming focuses on “Wow! moments,” not dry lessons, Johnson says. The young people, who range from second grade through high school, have outdoor adventures like kayaking and visiting a ropes course. To make sure the seeds of



The Eugene Symphony, featuring conductor Francesco Lecce-Chong and violinist Rachel Barton Pine, performs the *Four Seasons* of the McKenzie River accompanied by beautiful photos of the region taken by community members.

AMANDA SMITH

adventure that the program plants can grow, the activities happen in places that can be reached by public transportation for future visits.

But you need to know your own organization's needs, too, Johnson says. The foundation was thinking of its own future and who its supporters may be in the decades to come when it reached out to the youth organizations.

In a serendipitous moment, coffee with a friend led to a joint event with the Ringling College Library Association. The two organizations brought Andrea Wulf, the author of *The Invention of Nature* and other books, to the Sarasota Opera House. The event was promoted to each organization's mailing list in separate mailings.

"It was a successful fundraiser," Johnson says, bringing in \$15,000 for each organization. It also helped the foundation achieve its goal to be seen by the Sarasota community as a thought leader on conservation issues, she says.

Partnerships need to serve the needs of all the organizations involved, she says. "When you have that, everything falls into place."

The Art of Place

For a decade the McKenzie River Trust, which is based in Eugene, Oregon, has been doing one event each year that shows its work through the lens of the arts and humanities. The tradition began in 2009,

with a talk by Barry Lopez, a National Book Award-winning author, whose work often addresses the intersection of people and place.

Joe Moll, the accredited land trust's executive director, says Lopez was an inspiration for the trust's insight that conservation is not just about doing the best science and making the most rational decision. "The arts and humanities allow us to invite the community for a discussion about values," Moll says. "People make decisions not just with their minds, but from the heart."

An event with the Eugene Symphony was a logical extension of this philosophy, Moll says.

"Eugene is known as a great city for the arts and for the outdoors," says Scott Freck, executive director of the Eugene Symphony. It made sense to blend the two. Like Gorman, Freck says that symphonies and land trusts have more in common than you might think. Both organizations are trying to preserve and pass on something valuable to future generations.

To turn a musical program that included the classical standard Vivaldi's *Four Seasons* into something more specific to the McKenzie River, the music was accompanied by 200 photographs of the river, selected from over 600 submissions. Inviting photo submissions from the public was key to the success of the event, Freck says. "It made it the community's project."

A third partner in the event was Travel Lane County, a private, nonprofit that markets the region. The three organizations worked for a year to create the event, which took place in February 2018.

"It was an artistic and financial success," Freck says. The symphony set a revenue record for one of its subscription concerts. People not only loved the concert, Freck says, they loved that the community organizations were working together for something bigger than each organization's separate interests.

Moll says that these events are a lot of work, but the result is worth it. It's not just the impact the events have on the hearts of community members, he says, but the way they boost the spirits of the staff, board members and volunteers of the land trust. "It's a way to celebrate our work."

The year that the McKenzie River Trust spent preparing for the *Four Seasons* of the McKenzie River concert was "absolutely worth the effort," Moll says. "We came out of it energized to do more, not exhausted like you typically are after your annual fundraising auction."

Freck agrees. "It was one of my favorite events in my 28 years working with symphonies. I learned a lot working with these two organizations. I would do it again in a heartbeat." 🍂

MADLINE BODIN IS A WRITER WHO FREQUENTLY COVERS LAND CONSERVATION.

Western forests have suffered from drought and mountain beetle infestations—evident in stands of deadwood on the public lands shown in the background of this scene outside Bozeman, Montana. Gallatin Valley Land Trust holds an easement on the lands in the foreground.

GALLATIN VALLEY LAND TRUST AND LOUISE JOHNS

Unwelcome Arrivals:

Facing Climate-Driven Stewardship Challenges

BY MARINA SCHAUFFLER

Along the Chesapeake Bay's low-lying shores, rising waters have begun reclaiming farmland. One conservation easement landowner there says that on old aerial photographs of his property, "You can see former cornfields that are now marsh." In one spot alone he's seen marsh reclaim more than 20 feet of land.

"Owners of easement lands are starting to have issues with erosion," says Kate Patton, executive director of the accredited Lower Shore Land Trust in Maryland. "We're on the cusp of further stewardship issues and we are now planning for those."

As climate change reshapes ecosystems, land trust staff and volunteers around the country are attempting constructive responses and trying to help landowners adapt. Many challenges require the help of scientists as land managers confront problems that are new to their regions

or occurring on an unprecedented scale. Increasingly, they're forced to ask—in one's words—"How do we put back the resiliency in the landscape?"

More Salt, Less Soil

Rising waters are causing increased erosion and saltwater intrusion along the Chesapeake Bay. In a single Maryland county (Somerset), researchers estimate that 860 acres of farmland were inundated in the past decade. According to NASA Earth Observatory, the bay's water level is projected to keep rising at least one half-inch per year, a vertical increase that could amount to roughly 50 horizontal inches on flat land.

Continued inundation complicates the work of drafting and monitoring conservation easements, and increases the need to ground them in scientific data. Conservation easements prepared by the Maryland Department of Natural



After a series of hot dry days, salt from saltwater intrusion has moved up through the soil profile and precipitated as a crust on the surface of this Maryland farm field near the Chesapeake Bay.

DANI WEISSMAN/UNIVERSITY OF MARYLAND (2018)

Resources (DNR) consider whether “a candidate for conservation will be inundated, whether the proposed easement terms can help wildlife habitat to migrate inland and whether the easement will foster community resiliency to climate change impacts,” notes Stacy Schaefer, who works in land acquisition for the Maryland DNR.

At the accredited Virginia Eastern Shore Land Trust, Executive Director Hali Plourde-Rogers has begun sending more conservation landowners to the state’s Shoreline Erosion Advisory Service, in which staff members visit sites and outline options for living shorelines (see “Enhancing Natural Protections against Rising Waters,” *Saving Land*, Winter 2019).

Some landowners are finding elevated salt levels in their soils, Patton says. Bay water can enter farm fields or the surrounding drainage ditches due to storm surge or “king tides,” astronomically high tides that occur several times each year.

Brackish water can percolate up through soil, forcing air out of soil pores and changing its chemical composition—killing off plants and agricultural crops. This process can also release nitrogen and phosphorus into waterways, raising the risk of algal blooms.

Nearly a tenth of the U.S. coastline is vulnerable to saltwater intrusion, according to a 2016 study published in the journal *Science* (<https://science.sciencemag.org/content/353/6300/705>). On the Delmarva Peninsula, notes Dani Weissman, a doctoral researcher at the University of Maryland’s Agroecology Lab, the problem is “incredibly widespread”—visible even on Google Earth imagery.

Asked what people can do, Weissman says, “There’s not a lot; that’s the problem.” Researchers are experimenting to see if farmers could grow salt-tolerant crops like sorghum, switchgrass and salt marsh hay. The latter species might help fields transition to tidal marshes, researchers theorize, helping retain nutrients and sediment before full inundation.



MATT CHAMPLIN

New York’s Finger Lakes Land Trust is working to combat harmful algal blooms like these in Owasco Lake.

The Agroecology Lab is just now getting enough data on which to start basing recommendations, and has begun sharing its findings with the public. “The science hasn’t made it into specific management guidance for farmers or landowners just yet,” Weissman says, “but that needs to happen soon.”

“Plumbing Projects”

Given the new challenges that climate change presents for water quality and quantity, the accredited Finger Lakes Land Trust in upstate New York is “paying more attention than ever to projects driven by water quality,” says Executive Director Andrew Zepp. “Trends indicate that the region is experiencing higher surface water temperatures and more intense rain events that wash nutrients from farmland and residential properties into the lakes,” he notes.

Phosphorus, which remains inactive in cold waters, can in warmer waters fuel blooms of cyanobacteria, commonly called blue-green algae, which causes skin, eye

and throat irritation and nausea in humans and other mammals. With climate change warming lake waters, harmful algal blooms have occurred recently in all of the Finger Lakes, either as localized outbreaks or lake-wide events—posing a threat to tourism, wildlife and drinking water (the lakes are a water source for roughly a million people).

“We’re getting involved in landscape-scale plumbing projects,” Zepp notes, to combat runoff of phosphorus and nitrogen. FLLT is working “to put kinks back into streams, create stormwater detention basins and restore wetlands and vernal pools,” slowing and filtering nutrient runoff before it reaches the lakes.

FLLT has strengthened its relationships with lake associations and county soil and water conservation districts, engaging their expertise to help area municipalities in building the capacity needed to complete local runoff mitigation projects.

New York state created a source water protection fund that is helping land trusts

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land we love

PHOTOGRAPH BY DJ Glisson, II/Firefly Imageworks





CREATING FUTURE *Stewards*

There's nothing quite like seeing someone experiencing nature for the first time," says Gregg Davis, interim executive director of New Haven Land Trust in Connecticut. "One of the challenges we have in New Haven, like many urban centers, is that we don't have a lot of access to open space."

So in 1994 New Haven Land Trust found a way to provide it.

With the help of the New Haven Garden Club, the land trust established the 15-acre Long Wharf Nature Preserve to conserve habitat for wildlife and to connect people with nature. The land trust partnered with the U.S. Fish and Wildlife's Urban Wildlife Conservation Program and Audubon Connecticut to restore migratory bird habitat on the preserve.

For eight weeks each summer the preserve becomes habitat for 6- to 14-year-olds who attend the land trust's Schooner Camp. The kids love the part where they get to wade in the water (pictured).

"We go to the beach and learn and play," says Kingsley, a camp participant. "I just like to go in the water and find creatures," says Lucius, another camper. "I found crabs and a clear jellyfish."

"We teach them to sail," says Cori Merchant, Schooner Camp director and preserves coordinator. "They learn that what they do to the water has a direct impact on taking care of the land, and vice versa. This is an important place for them to learn about because they are going to be the ones in charge of it one day."

"We're creating future stewards of the land," says Davis. 🍃

Unwelcome Arrivals:

Facing Climate-Driven Stewardship Challenges

continued from page 19

acquire more acreage in vulnerable watersheds, but funding work to implement and monitor local mitigation remains difficult. And each new measure must be designed “to withstand storm events that are getting more extreme,” Zepp says. “This is really challenging stuff.”

“Like Medicine for the Landscape”

In drought-stricken parts of the West, the scarcity of water and risks of fire are reshaping approaches to land management. Increasingly, conservation groups are working to educate landowners about how to reduce the risk of damaging megafires that endanger human communities, produce excessive carbon emissions, hasten erosion and damage water quality.

For roughly a century in California there’s been an emphasis on avoiding fire, leading to overstocked forests with dense understory growth, explains Autumn Gronborg, forest restoration project manager with American River Conservancy. In the Sierra Nevada, forests typically have 900 to 1,300 trees per acre now compared to a historical density of between 40 and 100 trees per acre.

To reduce what Gronborg calls that “heavy fuel load in a fire-driven ecosystem,” conservation landowners are starting to use a

combination of ecological forestry techniques (such as thinning the understory and smaller or mid-size trees, leaving the larger trees) and prescribed burns.

There are many “different flavors of fire,” says Edward Smith, a forest ecologist with The Nature Conservancy (accredited) in California. “Safe levels of intensity can be managed...when prescribing the right conditions—in terms of weather, vegetation, people and equipment.” Prescribed burns can act “like medicine for the landscape,” says Gronborg, and they typically release fewer carbon emissions than megafires. Smith adds, “Reintroducing low- to moderate-intensity fire helps forests realign with the changing climatic regime.”

The Conservancy has teamed up with federal agencies to create a Fire Learning Network (see resources box) and prescribed fire training exchanges, Smith says, “that are giving people a world of exposure to what’s involved in planning for and managing fire.”

Marian Vernon, Sierra meadows adaptation leader with the nonprofit Point Blue Conservation Science, sees “a lot more collaboration within the land trust community and with other natural resource agencies, involving more information-sharing, idea generation and sharing of findings.” But

she’d like to see even more cooperative field research. She says there’s a great need right now “to experiment and monitor the results.”

“The pace and scale at which ecological forestry can be done” is still limited, Gronborg says, by workforce limitations and lack of markets for the thinner-diameter wood products generated. And while contractors hired to manage the burns typically assume liability, many land trusts still have concerns about conducting prescribed burns at the wildland-urban interface.

Gallatin Valley Land Trust (accredited) in Montana is situated where new development intersects with fire-prone ecosystems. Stewardship Director Peter Brown would like to see more conservation easements used there to minimize potential loss of homes and threats to firefighters in future wildfires.

GVLT has shifted from easements that emphasize forest preservation to ones that encompass forest management, he says, “recognizing that’s critical to mediate fire risk and insect infestation.” Brown acknowledges that it’s a “tricky decision-making time for land trusts and landowners” as they seek to maintain their lands’ wildlife and scenic values in the face of “major impacts from drought, insects and disease.” New easement language cites “current allowable tools,” he says, to provide more flexibility for management approaches “tied to ecological processes.”

Many Bugs, Few Solutions

At some land trust preserves around the country, insect invasions are upending ecological processes. Last spring in Robinson Woods, the flagship preserve of the accredited Cape Elizabeth Land Trust (CELT) in Maine, “It was raining caterpillars,” recalls Executive Director Cynthia Krum. Visitors could emerge dripping with the caterpillars of winter moth, an invasive European native without effective natural controls in the U.S. Northeast.

The moths arrived in the forested suburb of Portland nearly a decade ago, on the heels of an infestation around Boston that Russ Hopping, ecology program director with The Trustees of Reservations



Prescribed burning at The Nature Conservancy’s Independence Lake Preserve near Lake Tahoe in October 2018.

EDWARD SMITH/THE NATURE CONSERVANCY



Students from Point Blue's Students and Teachers Restoring A Watershed (STRAW) program help restore creekside habitat on a private ranch. Point Blue is currently testing climate-smart planting palettes in hopes of providing wildlife habitat and food in the face of climate change.

(accredited) in Massachusetts, calls “an absolute horror show.”

Winter moth caterpillars feed primarily off oak and maple leaves, emerging from pupae underground in early December. The females crawl up trunks to lay their eggs in the canopy, where caterpillars hatch in spring to feed on new leaf growth. “Winter moth can’t emerge when ice covers the ground, so there’s a high rate of failure,” says Maine state entomologist Allison Kanoti. But the warmer winter temperatures associated with climate change appear to be supporting the moth’s spread.

Resources

Northern Institute of Applied Climate Science *Adaptation Workbook*: <https://forestadaptation.org/adapt/adaptation-workbook>

Point Blue Conservation Science’s climate-smart restoration resources: www.pointblue.org/tools-and-guidance/management

Fire Learning Network: www.conservationsgateway.org/ConservationPractices/FireLandscapes/FireLearningNetwork/Pages/fire-learning-network.aspx

The Coastal Resilience Network: <https://coastalresilience.org/resources>

As trees around Cape Elizabeth became defoliated, and some began dying off, residents mobilized to band individual trees—wrapping trunks with materials to trap the caterpillars on their upward climb.

Christopher Tullmann, co-chair of CELT’s stewardship committee, says the trust recognized the importance of the “entire town doing something together” and helped coordinate and fund banding efforts.

In 2014 the Maine Forest Service began releases of a biological control, a parasitoid fly that feeds specifically on the winter moth. The flies now are established at the first Cape Elizabeth sites and appear to be killing off some of the moths.

Land trusts are often valuable cooperators in control projects, Kanoti notes. Local conservation groups can reach the public in ways that agencies can’t, she says, spreading key messages through their “caring, engaged visitors and volunteers.”

Parasitoid fly releases in Massachusetts eventually knocked back the winter moth population there, but Kanoti cautions that biological controls can take a decade or more. “It won’t necessarily save the mature trees on the landscape; it’s more likely to be effective in the aftermath forest.” She advises landowners that “active management can help to maintain forest health,” and recommends that thinning occur before anticipated insect infestations so it’s not a concurrent stressor.

As spring arrives, the Cape Elizabeth community is waiting to see what this season will hold. Meanwhile, Hopping has turned his attention to three new insects now invading Massachusetts: the emerald ash borer, southern pine beetle and spotted lantern fly. “I keep trying to find the hope and the solution in all this.”

Planning for Systems

Faced with complex and interconnected climate challenges, land trusts are planning for the effects of climate change on systems and developing strategies to address impacts. “Land trusts are beginning to do vulnerability assessments to determine the threats/impacts of climate change and using tools such as the Northern Institute of Applied Climate Science’s *Adaptation Workbook* to lay out actions to take to address those impacts,” says Kelly Watkinson, Land and Climate Program manager at the Land Trust Alliance. “This helps them both manage their own land and help landowners/communities think through actions.”

While it is impossible to predict all of the potential future impacts of climate change, these tools will help land trusts assess climate-related stewardship threats and help them respond more systematically and effectively to increase the land’s resilience. 🌱

MARINA SCHAUFFLER IS A FREQUENT CONTRIBUTOR TO SAVING LAND.



THE SUPERCOMPUTER IN YOUR POCKET

Mobile Tech **FOR** *Land Trusts*

Drone aerials of
protected land captured
by Elias Grant of Bear
Yuba Land Trust.

ELIAS GRANT

by Dan Rademacher

Five or 10 years ago, it still made sense to talk about what a future of pervasive technology might look like when it arrived in a few years. That future has arrived.

The vast majority of American adults carry smart phones,¹ and every one of those smartphones is more powerful than the supercomputers of the early 1990s.² The Federal Aviation Administration estimated last year that it would register more than 1 million unmanned aerial vehicles (aka drones) by the end of 2018 and 2.5 million by the end of 2022.³

So almost everywhere we look we see increasing use of mobile technology, web applications and automation. But simply having massive computing power in your pocket doesn't mean it's obvious how or where to use it.

I run the nonprofit GreenInfo Network, which helps nonprofits and government agencies use geospatial technology to solve problems. And there are many problems that can be solved at least in part by creative use of new technologies.

But more often than not it's the human element—thoughtful planning, judicious experimentation and good old-fashioned conversations—that turn our world's ambient technological noise into real solutions for conservation. With that in mind, I talked to people from three different land trusts using technology in quite different ways to tackle key parts of their work: for monitoring, for media production and for engaging their communities.

Keeping It Simple

The accredited Peninsula Open Space Trust (POST) is headquartered in Palo Alto, California, in the heart of Silicon Valley. POST has substantial resources, a large staff and a sizeable volunteer corps, so we might expect it to be working at the cutting edge of technology. But when I asked Tiffany Edwards, POST's easement project manager, to name one tech tool that has given her the most value over time, she was quick to answer: "Avenza, hands down!"

Avenza Maps is a smartphone application that does one thing really well: It lets you reuse the print maps



you already have in a new way. You can load them on your phone and get location data from your phone's GPS overlaid on top of the maps. You can also drop pins and attach photos to location points, among other actions. That simple feature set is hardly a revolution, but it is immediately useful in a lot of monitoring contexts, and adopting the technology is about as easy as these things can be, assuming you have existing paper maps that you are using already. Export those as GeoPDFs, open them in the Avenza app and head out into the field.

But what about drones and remote sensing and all that? "I tend to be pretty conservative," Edwards says, "because we need to be consistent in our monitoring practices over time." POST also has a GIS team that creates maps of all properties using commercially available aerial imagery.

And some efficiencies, like fewer trips out onto the land, also have hidden costs, like less familiarity with the land. "We believe

the investment in staff and volunteer time in easement monitoring is worthwhile to stay connected to the land and to landowners," says Edwards.

But she is quick to point out that every land trust is different and needs to find its own balance. For POST, being at the edge of a metropolis means easier access to both people and preserved lands: "We are close to urban hubs, so we have capacity to find volunteers, and we work across a tri-county area; it's probably a different scenario for land trusts working across a large portion of a state."

Though using Avenza presented few technical hurdles for Edwards and her team, she did need to take time on policy questions around volunteer use of their own smartphones. "Make sure people are not keeping or sharing photos," she says. "Some volunteers use their iPhones, but they are very well trained around confidentiality and records retention: Submit photos and then remove them from your device."

Resources

Find more about Avenza at avenzamaps.com. You can explore iNaturalist at inaturalist.org and learn more about holding your own grassroots bioblitz at inaturalist.org/pages/bioblitz+guide.

To view BYLT's *Open Spaces Wild Places* campaign video, go to www.bylt.org/open-spaces-wild-places-campaign.

You can try TrailsMV for yourself by searching for it on the iOS App Store or Google Play, and find out more about OuterSpatial at outerspatial.com.

Mobile Tech FOR Land Trusts



Bioblitz participants at Wavecrest Open Space in Half Moon Bay, California, used the iNaturalist citizen science app to collect information on plants and animals.

None of those restrictions were at play when POST used the iNaturalist citizen science app for a recent “grassroots bioblitz” in collaboration with the Coastside Land Trust and the California Academy of Sciences. The whole purpose of the event, on a publicly accessible property, was to encourage people to use their own phones to observe wildlife and share the results.

Forty people converged on the Wavecrest Open Space in the town of Half Moon Bay,

logging more than 1,000 observations of 218 species in just a few hours. But the real payoff was in community engagement at the park, which is right next to a baseball diamond that was hosting Little League games that day.

“A family whose kids were just next door playing softball walked over to see what we were doing,” says Edwards, “and this little girl was so excited that we could identify plants with iNaturalist!”

Taking to the Sky, Connecting on the Ground

Elias Grant, stewardship manager for the accredited Bear Yuba Land Trust (BYLT) in Grass Valley, California, has gone all-in on drones, both personally and professionally. He and Erika Seward, BYLT’s co-executive director, presented their work with drones at last year’s Land Trust Alliance Rally. Elias is an FAA-licensed pilot, and he owns the drones he uses for his work both at BYLT and for side projects.

Finding a staffer with Grant’s level of drone knowledge and capacity is a tall order. But there’s a lot to learn from BYLT’s experience for any land trust even thinking about using drones in its work.

Grant has spent the past year developing a drone monitoring protocol, setting guidelines for use on properties of various sizes and forest types. “No protocol is going to work for every single property,” says Grant. His goal is to find the places where using a drone can cut down on monitoring time, but then use that time for more valuable work on the land or in connecting to the landowner.

Two of the more surprising ways BYLT has used drones include 1) to give a landowner a virtual reality experience of his own property and 2) to make public-facing



Two of Elias Grant’s drones include a DJI Mavic Pro (small one) and a DJI Inspire 2.

ELIAS GRANT

marketing videos that attract new supporters to the land trust.

“Originally when we started, I had been flying drones for about two years,” Grant says. “We had a monitoring situation where the landowner has degenerative Lyme disease in his legs, and I thought it would be neat to show him more of the property.”

So they hooked up some virtual reality goggles to the drone control pad and gave the landowner a “heads up” view of parts of his land he hadn’t seen in years.

“It felt good to provide this experience to someone who hadn’t been exposed to the technology and also hadn’t seen his property from this perspective,” Grant explains. And it also gave both the land trust and the landowner a larger scale view of the crown health in the rugged pine forests on the property.

Since then, Grant has gone back and done the same flight again. “It really helps build our relationship over multiple years with the landowner and all the work he is trying to do to care for the forest. As a conservation organization, it has been exciting to offer that.”

If drone video can be so inspiring to one landowner, what about sharing such footage with the wider community?

Seward has a background building brands in sports and entertainment, including for ESPN and Walt Disney. Under her direction, the land trust created both short- and long-form content, exclusively from drones, as part of its recent *Open Spaces, Wild Places* campaign.

“Aerial photography and video showcase land on an epic scale and provide views that may be inaccessible,” says Seward. “With the grace, speed and agility of a drone, it is both a cost effective and powerful tool for visual storytelling.”

Sharing Is Caring, Content Is King

One day, Adam Moore, executive director of the accredited Sheriff’s Meadow Foundation in Massachusetts, was out on a trail with a board member and got a little lost. He wasn’t quite sure at which trail junction they were, since he was on land owned by another agency. “What if there were an app for that?” he thought. “Then we’d know.”

So the land trust created TrailsMV, an iOS and Android app that provides comprehensive information about trails on Martha’s Vineyard. Using TrailsMV, people can find maps, images and information about every trail on the island, and they can find out where they are on those maps at any time with their phones’ GPS.

Sheriff’s Meadow Foundation, the island’s main land trust, spearheaded and funded the work, built using a platform called OuterSpatial from Trailhead Labs. Even just a few years ago, it was a huge technical lift to create a branded, public-facing smartphone app, a lift that was hard to justify for most land trusts, given that phone technology changes rapidly and requires constant software updates.

That picture has changed substantially with platforms like OuterSpatial providing all the technology as an ongoing service. That doesn’t mean creating an app like this is easy, but the challenge is less about technology and more about content.

“There’s a lot of organizational work,” says Moore, “overall, in how the information is presented in the app, but there’s also thought in every detail: Do you want every detail shown on the map or only certain ones? And you want to have a great deal of control over app content, so if a trail is closed, you need to be able to make that clear.”

Sheriff’s Meadow hired a dedicated project manager, Kate Warner, who then coordinated data flow from other agencies and recruited 26 volunteer photographers to provide high-quality images of each trail and trailhead. They even created a special Instagram account at [instagram.com/trailsmv](https://www.instagram.com/trailsmv).

That transformed a content “problem” into a community-building opportunity, with photographers both contributing to the app but also becoming invested in the outcome.

The Land Bank, a government agency that also protects land on the island, holds a cross-island hike on Trails Day each year, and Sheriff’s Meadow decided to launch the app on that day last June. “At the end of that, we held an event at which we showed at least one photo from every photographer, and 300 to 400 people showed up,” says Moore.



The TrailsMV app was launched at a show held by Sheriff’s Meadow Foundation at Featherstone Center for the Arts on Martha’s Vineyard last June. The foundation showed many of the photographs that had been taken for the app, and the app home screen was displayed in poster format.

Those photographers have stuck around: “They really had a hand in building it, and they may stay involved in the organization in other ways.”

Moore noticed that in the fall 2018 annual fund cycle, significantly more donors contributed, and he suspects that’s at least partly because new donors have found the app. “We made a strong effort on our annual fund, but I also think our increased profile helped with that.”

Warner has stayed on staff to coordinate quarterly data and content updates with both volunteers and the other owners of accessible lands on the island.

Moore sees the project as an ongoing success: “Most of the time in land management when you do a project, some people are supportive and some are opposed. Not this one. Everyone is supportive.”

DAN RADEMACHER IS EXECUTIVE DIRECTOR OF GREENINFO NETWORK, A NONPROFIT GEOSPATIAL COMMUNICATIONS CONSULTANCY THAT SERVES MANY LAND TRUSTS. LEARN MORE AT [GREENINFO.ORG](https://www.greeninfo.org).

ENDNOTES

- 1 72% ACCORDING TO THIS ARTICLE: <https://internetinnovation.org/general/research-peek-of-the-week-smartphone-users-in-the-us-expected-to-reach-over-270-million-by-2020>
- 2 <https://www.zmescience.com/research/technology/smartphone-power-compared-to-apollo-432>
- 3 https://www.faa.gov/data_research/aviation/aerospace_forecasts/media/unmanned_aircraft_systems.pdf

BY Meme Hanley and Christina Soto



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ACHIEVING *100% Board Giving*

One hundred percent. That's something we probably all remember as an achievement in grade school. Think back to the pride of seeing that red "100%" scrawled atop your weekly spelling or math test. Over the course of the year, those 100s added up to a great report card.

As an adult, there are other ways to reach 100%. And when it comes to fundraising, the most important might be whether 100% of board members give financial support to the land trust. But given the many other things a land trust board does each year, why should giving matter? The answer is simple: because people notice.

"Board giving is more than a financial transaction to support a cause," says Clara Nyman, vice president of development at the Land Trust Alliance. "It is an affirmation of the confidence and shared vision held by fellow board members. Board giving has always been important, but it has become paramount to be able to show 100% giving from leaders who represent the organization and help promote it as their number one priority cause to their personal circles of influence. Being able to say 'Join me in making a gift to this great organization' is

what grows support, excitement and affinity. At the Land Trust Alliance we are proud to celebrate 100% giving by our board members who generously set the pace with their early annual fund gifts.”

If you’re struggling to achieve 100% board giving at your land trust, here’s some advice that may help.

Examine Your Recruitment Strategy

David Allen, principal of Development for Conservation, LLC, says that one of the most basic consulting products he offers for land trusts is an assessment of the current state of their fundraising systems. “And one of the metrics I look at is the percentage of annual funding that comes from the board of directors as a whole. Over the past several years, I’ve probably done several dozens of these assessments.”

Allen says that a surprisingly common finding is that not all board members give money to the organization. “Membership starts around \$35, but these directors aren’t even doing that. They are members of the board of directors and they do not support the organization financially. At all.”

He says this could be a symptom of the way board members are recruited. “We tend to recruit at the last minute. We tend to recruit people we know. We tend to recruit the ‘most likely available’ instead of the ‘most passionately supportive.’ After all, the most passionately supportive might not be available in the moment. They might be engaged on other boards. *Maybe we’ve never even met them.*”

He acknowledges that asking people we know, and know are available, is much easier, “even if they have never before shown enough interest to donate \$35.”

But where does he advise finding the most passionately supportive? The secret, he says, is to look within your membership first. This implies at least three things:

- That you have thought about board recruitment months and even years in advance,
- That you have taken the time and energy to get to know your members and donors, and
- That the first step in recruiting someone who does not yet support the organization

might be to ask them to make a gift because they believe in the mission.

Set Expectations

“One significant pushback I get from organizations trying to justify not achieving 100% is that the board members give so much of their time instead,” says Allen. “Time is not the same as money when it comes to board giving. The easiest way to illustrate this is to reverse it: Few organizations would accept board members who gave money only and never gave their time. People who give time and not money are ‘volunteers.’ People who give money and not time are ‘donors.’ We need board members to be both.”

“Some boards may seek the highest wealth rankings when cultivating lay leadership, but when both wealth and expertise are seen as equally important, the median giving level increases significantly,” says Nyman. “As well, setting a minimum giving expectation is good. It creates a manageable floor for giving—and board members will feel greater satisfaction when they contribute above and

beyond that minimum to support the needs and values in which they believe.”

Nyman also brings up the debate over “give or get” boards. “Studies have shown that when board members are expected to give, not just get, the average board giving level is substantially higher. But board giving also goes beyond the board room. When the president, vice president and board chair work together on prospect strategy, donor cultivation and gift solicitation, total board giving is higher and outreach to new prospects achieves greater success. It pays to work as a team with the board—and to have all board members participate in giving, as well as growing the organization through their connections.”

Set Donation Guidelines

Board giving makes a statement. Board members represent and reflect the communities they serve, so their support is a signal of how much the community cares about its land trust. At the same time, board giving demonstrates to others that this is a united organization worthy of investment. For

David Allen’s Guidelines for Achieving 100%

- Recruit new board members from among current organizational donors. Look especially at those people who have donated to your land trust consistently for several years and who have had board experience on other nonprofit boards. They are more likely than others to understand the importance of board giving.
- Always connect board giving to mission success, strategic planning and organizational growth. Have an annual goal for board giving that is approved when the board approves the budget. Expect that the goal amount will grow over time.
- Formalize the “asking” process. Make it happen at the same time every year, announce its start at one board meeting and announce its successful conclusion at a subsequent meeting. Assign a specific board member, such as the vice chair, as responsible for making it happen.
- Specifically encourage monthly giving programs for board members. Board members may be able to give more if they are able pay it as a monthly deduction.
- Remember that we don’t necessarily want board members to give because they are on the board. We want community leaders who give because they believe in the mission and want to support the work. We want those people to be on the board.



The trustees of the Southern Appalachian Highlands Conservancy celebrate on land their support helped to protect.

some, this marker of success is a litmus test. Foundation funders often ask for confirmation of 100% board giving because they want to know if the entire organization stands behind a proposal. The answer to that question can differentiate a good proposal and a great proposal. It can even make a potential funder walk away.

For all these reasons, participation makes a true difference when it comes to fundraising. But what do you do if your land trust's board isn't achieving 100% giving?

A good rule of thumb if you don't have an established board giving policy is to ask members to make a gift that is personally meaningful to them. This can be based on their feelings toward the organization and their personal ability to donate. Rarely are groups asked how much the board gives; mostly it is simply a matter of whether *all* board members give.

If your land trust is a smaller shop—or an all-volunteer organization—try having an

open conversation about the importance of participation at your next meeting. Let folks know that their donation, no matter the size, will inspire others and help make the land trust more sustainable for years to come.

Lead by Example

Pauline Heyne, director of philanthropy at the accredited Southern Appalachian Highlands Conservancy in Asheville, North Carolina, explains why it's important for SAHC to have 100% giving from its board members.

"One hundred percent board giving adds integrity to the fundraising process. How can we be asking others to give if the legal stewards of our organization do not make a personal gift? When all of the board members make a gift, they are making a proud statement to the community that we stand behind this organization—every single one of us."

Heyne says board members show the way for the rest of the community, leading

by example. "We are fortunate at SAHC to have had 100% board giving since our annual fund program began in 1995. The general rule of thumb is that each board member make a personal gift they are proud of each year. We do not focus on the amount given, but that each board member believes in our work enough to make a personal financial commitment."

Remember Why We Give

Allen reiterates Heyne's important point: "People should not give money to an organization *because* they serve on the board. They should give money because they believe in the work enough to give money. Doing so shows the kind of passion for the mission that inspires others—especially other donors. That seems like a minimum requirement for board service to me, doesn't it to you?" 🍌

MEME HANLEY IS NEW YORK PROGRAM MANAGER FOR THE LAND TRUST ALLIANCE. **CHRISTINA SOTO** IS EDITOR OF *SAVING LAND*.

SHOUT IT FROM THE ROOFTOPS: *Market Your Accredited Status*

Your land trust has earned accreditation, you've run around the office high-fiving everyone and it's time to take a breather after all the hard work. But wait, how will you market your new status?

"We sent a media release when we were renewed. We make sure our accredited status is noted in all our public speeches. We put it into our 'roadshow' PowerPoint presentation and use it at our monthly Lunch & Learns," says Christine Johnson, president of the Conservation Foundation of the Gulf Coast in Osprey, Florida.

"It is a lot of work to be accredited," she says. "The organization invests a lot in being accredited: time, money and resources. Why would you NOT want to boast about it? Honestly, it matters, so why not tell your donors, volunteers, constituents, stakeholders, the whole world?"

One very visual way to market your accredited status is through use of the

accreditation seal, a mark of distinction in land conservation. Below are some ideas on ways to use it once you've earned it.

Hot Off the Presses

One of the easiest things your land trust can do to let your members, landowners, donors and partners know that your organization is accredited is to add the seal to your printed materials.

- Display it proudly on your organization's brochures and information materials.
- Write and send out a press release.
- Add it to your entire suite of office stationery: letterhead, envelopes and business cards.
- Make it a part of your newsletter's masthead.
- Add it to your fundraising appeals.
- Include an article in your annual report along with the seal image.

eCommunications

Electronic communications are an integral part of how organizations communicate with members and the public.

- Add the seal to your website. Consider making it part of the masthead or main banner. Be sure to include a link from the seal to more information on what the seal stands for: www.landtrustaccreditation.org/about/about-the-seal.
- Add the seal to your electronic newsletter's template so you can be sure it is

included in each email. Here again you can link to more information.

- Add the seal or the approved seal language to your email signature file included at the bottom of all email correspondence.

At the Office and in the Field

We know that so much of the work of the land trust is not communicated through paper or email. Here are some examples of ways to use the seal on the ground.

- Display the accreditation seal sticker (provided at the time accreditation is awarded) on your office door or window. This lets visitors to your office know immediately that you are accredited.
- Add the seal to your preserve signs and boundary markers (see photo).
- Use the seal as part of signs and banners created for special fundraising events and press conferences.

See Results

"Our major donors have pride in their support of our mission. The community holds us in high regard. It gives peace of mind to our supporters that they are giving to an organization that is well run, for the long run," says Johnson. "I receive positive comments from major donors and the public when I speak about accreditation."

Learn more about promoting your accredited status and find the "Seal Style Guide" at www.landtrustaccreditation.org/promoting-your-accreditation.

Adapted from an article by Laura DiBetta.



COURTESY OF TALL TIMBERS

Tall Timbers Research Station & Land Conservancy has put the accreditation seal on its boundary markers, which are going up on its properties now.

BY Judy Anderson

In Bitter Root Land Trust's spring 2018 newsletter, Executive Director Gavin Ricklefs shared his family tradition of taking each of his children on a fishing trip when they're old enough to camp overnight and cast a fly. The story struck a chord and several people remembered it months later: "Wait a minute. I know you. You're the one that takes his daughter fishing, right? I read about you in the newsletter."



PHOTO OF GATE BY GAVIN RICKLEFS

"Tell me what the problem is, what you're doing about it, why you think those actions might make a difference and how you'll know if they do. Then we can talk." Penelope Burk of Cygnus Applied Research is quoting a donor from a survey of over 20,000 donors to assess their expectations when it comes to communications and fundraising.

Burk and others find that talking and writing about how conservation can, and is, changing lives is central to raising awareness, building trust and ultimately increasing donor engagement.

When you change your content to become inspirational—addressing community problems and

challenges while showing conservation as a tool for authentic and tangible change—people notice. When you use shared human values—like caring for others, empathy, compassion, love of family, service for country or others, self-reliance, health, enhancing the lives of youth or elders or concern for those less fortunate—as a basis for your content and the work of conservation, more people connect with your land trust and can envision a place for themselves within your work.

There's a Shift Happening

Writing and using visual storytelling to persuade and inspire is the basis of strong engagement. "Communications is no longer an appendage to the work, but an integral part," reflects Andrew Sherry of the Knight Foundation. "In other words, it *is* the work."

Burk takes that thought further, explaining, “Communications *is* the ask; communication powers the philanthropic spire and readies donors for the next ask.” Her research has found that 46% of donors decide to stop giving “for reasons that are tied to a lack of meaningful information or to a feeling that their giving is not appreciated.”

There needs to be a strategy that ensures an ongoing relevant and engaging connection. Daniel Levitin, a neuroscientist, musician and author, shares in *The Organized Mind: Thinking Straight in the Age of Information Overload*, “We can have trouble separating the trivial from the important, and all this information processing makes us tired.”

Levitin is onto something here, given the barrage of information that shows no sign of slowing down.

We need to ensure that people don’t simply tune out or burn out from the information overload based on material they find dull, labor intensive or irrelevant. This is, in part, as Burk documents, why people skim-read like never before. As her surveys note, “Donors are drowning in a sea of information and making decisions very quickly.”

Shane Parrish, a blogger focusing on change, decision-making and organizational strategy observes an increasingly critical point: “What counts is the number of connections between ideas, not the number of ideas.” Consider the impact of that statement with the reality that the average person now receives five times more information than they did in 1986 due to smartphones and 24-hour news.

Land Trusts That Adapt See Results

Land trusts that shift toward an approach that connects the dots between ideas, empowering their donors and community members to see themselves as *the changemakers*, and reframing their work based upon their values with a strong culture of appreciation, see increased levels of volunteering, donations, retention of current donors, return of lapsed donors, partnerships and often a marked increase in land protection.

Ann Cole, executive director of the accredited Mendocino Land Trust in Ft. Bragg, California, relayed that after the organization overhauled its communication style and content, a major donor emailed her to say, “It feels like you are really talking to me, instead of just about your organization, and I and others I know are feeling more interested in engaging with what you’re doing.”

Mendocino’s fundraising more than doubled in the first two years it took this integrated approach. As a small land trust without a development department, its fundraising has continued to grow incrementally using the strategy.

The accredited Driftless Area Land Conservancy in Dodgeville, Wisconsin, has also seen fundraising steadily increase, allowing it to hire additional staff and increase community engagement and land protection work. The staff began this transition in 2012 and have seen membership grow by 180%, and funding from individual donors has increased 320% since 2011.

Kaniksu Land Trust, an accredited land trust in Sandpoint, Idaho, also witnessed an increase in donor activity in part because of its communication shift, but equally important, its new community conservation lands that new donors became excited about. Staff started this process in 2015 and have been able to increase staff, land protection and programming as a result. Eric Grace, former executive director, noted before he left that “We have seen our donor base increase by 30% and are on track to complete more conservation projects than before. The \$1 million plus capital campaign will help fund KLT to do the types of programming on our land that address issues of humanity as well as conservation. We had a 28% increase in the total number of projects KLT closed in one year.”

The accredited Bitter Root Land Trust in Montana, with a staff of 6.25 full-time people, is now in the process of establishing a welcoming and inclusive

communications and fundraising strategy as it launches several significant land protection initiatives. The result? Donations are up and donors and community members are sharing feedback, such as this: “I got home from work today to find your newsletter waiting for me. Right away I wanted to open it because of the beautiful cover; drew me right in and brought tears to the eyes. Actually there isn’t a page in this newsletter that isn’t appealing, interesting and compelling. I think this is the nicest newsletter I’ve seen in a long time.”

If You Are Welcoming and Inspiring, People Will Care

Those examples aren’t outliers. Adopting this approach generally results in land trusts increasing their donations by 33% to 72% over a three- to five-year period depending on how consistent they are in providing thoughtful, integrated (with a regular rhythm of communication and engagement), inspirational and welcoming communications with readers and community members.

Gail Perry, fundraising consultant and blogger emphasizes that “You as a fundraiser need to get much better at how you communicate—because it’s these happy touches that will prime the donor to be ready to give again. Fundraisers these days can NOT rely on just a strong appeal letter! Instead you have to give your donor an entire experience via your communications.”

Modeling an engagement strategy where people from all walks of life, at all giving levels, matter—as people, not as ATM machines—will give you results. In a world that can feel like it’s spinning out of control, you’ll be providing the inspiration and hope people need to create a better future for those they love...for generations to come. 🌱

JUDY ANDERSON OF COMMUNITY CONSULTANTS HAS WORKED IN THE LAND TRUST SECTOR FOR OVER 25 YEARS. SHE CURRENTLY ASSISTS NONPROFIT ORGANIZATIONS ON PRACTICAL STRATEGIC CONSERVATION INITIATIVES, INCORPORATING LOCAL COMMUNITIES, CLIMATE CHANGE, GOVERNANCE, COMMUNICATIONS AND COMMUNITY-BASED FUNDRAISING STRATEGIES.



"I think I see why we're not getting anywhere."

Finding the **RIGHT CONSULTANT**

In her online article "Eight Tips on How to Choose a Consultant," Nancy Brooks says to first establish why you need a consultant: "You can't always see the forest for the trees. Sometimes problems arise that are complicated or even mysterious. You may need a consultant who can be objective in order to identify the problem and suggest a solution. Sometimes the solution is a big organizational change. Employees may respond better when the change is proposed from outside rather than from familiar managers or officers."

Other advice she gives includes:

Do your homework. Identify problems by talking with your management team and employees, assuring confidentiality or

use an anonymous written survey. Figure out a reasonable budget.

Do a thorough search. Look at local resources and conduct an online search. Ask peers in like-businesses for recommendations. (See page 35 for two Land Trust Alliance resources that can help.)

Interview carefully. Ask if a candidate is a member of a professional consultants' organization, then check if they are in good standing. Clearly state why you need a consultant. Ask about fees and talk about a time frame. Also, think about if you will be able to work well with this person. "They will need to fit with your business culture, your employees and especially with you. Think about qualities, such as a sense of humor, tactfulness,

direct communication and integrity." Check references.

Create or use a good contract.

- Put in writing exactly what you want the consultant to accomplish.
- Agree on the fee and who will pay expenses.
- Draw up your own contract or ask the consultant for a sample.
- Create a calendar of goals and deadlines.

Get a good start. Introduce the consultant to people in your organization, encouraging them to share information as needed. Keep in regular touch with the consultant.

When the project is finished and the consultant makes recommendations, "Evaluate all suggestions and ideas before



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you implement them. Meet with your management team or employees and make realistic adjustments.”

Mary Burke, associate director of education services for the Land Trust Alliance, adds one more piece of advice: “Ask the consultant if they are willing to tell you hard truths. Be clear that you want to know the findings, even if they’re not pleasant.”

See the full article at www.dummies.com/business/business-strategy/eight-tips-on-how-to-choose-a-consultant. And read about Practice 7C1 of *Land Trust Standards and Practices* at <https://tlc.lta.org/topclass/uploads/documents/375335/practice-element-7C1.pdf>. •

Contractor Resources for Land Trusts

THE RFP DEPOT IS A NEW, ONLINE REPOSITORY where the land trust community can post requests for proposals and be confident that the most knowledgeable land conservation professionals are reviewing them. All Alliance Affiliates and member land trusts can upload RFPs on this helpful new tool and Professional Affiliates at the premium-level can view and respond.

Need a consultant? Upload your RFP today. If you need help writing an RFP, check out www.walsworth.com/resource/creating-a-successful-rfp-ebook-request to request a free ebook called *Creating a Successful RFP: A Guide for Associations*.

Find an Expert is a one-stop shop to find just the right consultant or conservation partner. Search for professionals, government agencies and nonprofits who have shown their commitment to excellence in conservation by becoming a Land Trust Alliance Affiliate: www.lta.org/experts.

Read about the benefits for Affiliates at www.lta.org/affiliates. •

Making Communal Learning Fun

“I’M THE BOARD SECRETARY FOR THE ACCREDITED WOODS and Waters Land Trust in Kentucky, and I wanted to let you know how much we are enjoying the 2019 Land Trust Alliance webinar series,” Mary Margaret Lowe recently told Mary Burke, Alliance associate director of education services.

Lowe says WWLT has started a new program called “Webinar and Wine.” “We invite board and staff to come to our office, listen to an Alliance webinar together and then go on to a wine-tasting at a local wine shop. We held our first event on March 21 and had five participants—almost half the board.”

Burke says, “This kind of communal learning is exactly what we encourage with the webinars. You get more bang for your buck that way.”

“I’m sure other land trusts are doing similar events,” says Lowe, “but I thought I’d let you know one way we are making continuing education fun for our board.”

See www.lta.org/webinars. •

Bookmarks

Blogs

- From the practical to the profound, the Land Trust Alliance’s blog “The Dirt” presents voices from the land conservation community in a short format that’s easily searchable. Here are a few recent entries:

www.lta.org/blog/re-climate-201902

www.lta.org/blog/texas-conservation-yields-massive-economic-benefits

www.lta.org/blog/reinventing-urban-river

- Two blog posts from the National Council of Nonprofits break down important topics to land trusts. The first reviews new accounting rules for nonprofits in “The latest FASB Accounting Standards...” at www.councilofnonprofits.org/thought-leadership/the-latest-fasb-accounting-standards-how-do-i-characterize-thee-let-me-count-the. “There have been a lot of changes in the accounting practices for nonprofits over the past couple of years. It’s not really surprising, because it has been 25 years since the Financial Accounting Standards Board (FASB) has made major updates to generally accepted accounting principles (GAAP) for nonprofits.”

The second answers the question, “Does my nonprofit need to register for fundraising in this state?” at www.councilofnonprofits.org/thought-leadership/does-my-nonprofit-really-have-register-asking-money-what-you-need-know-about.

Video

After his TEDxKeene talk “Conservation in America” was posted, Ryan Owens, executive director of the accredited Monadnock Conservancy in Keene, New Hampshire, joked he could have used “about another 100 hours to rehearse, but I think it gets the point across.” Watch it at <https://youtu.be/uTz7QAa-5Ek>.

Film

The National Park Service and the Chesapeake Conservancy made the short film, “Werowocomoco: Protecting a Powhatan Place of Power,” in cooperation with tribal community members. The film premiered at the Virginia Film Festival in November 2018 and earned the Commonwealth Award for Best Virginia Short Film. Werowocomoco was placed under the permanent protection of the National Park Service in June 2016 as part of the Captain John Smith Chesapeake National Historic Trail. See the film on the trail’s website: www.nps.gov/cajo/planyourvisit/werowocomoco.htm.

To submit something to Bookmarks, email the editor at csoto@lta.org. 🍌

BY Christina Soto

Local Groups Partner for the “Independence Hunt”



HEART OF THE LAKES

Special equipment was purchased for this blind veteran, who has a guide to set it up for him.

Northern Michigan outdoor enthusiasts and conservationists are partnering to increase opportunities for wounded veterans and individuals with disabilities to enjoy fall hunting. The North Country Sportsman’s Club (NCSC), the Tip of the Mitt Quality Deer Management Association, the Little Traverse Conservancy (LTC) and Brave Hearts Estate joined forces for four days last fall for the “Independence Hunt,” and plans for this year’s hunt are now under way.

The Independence Hunt is reserved for veterans with 100% disability or rated as individually unemployable by the U.S. Department of Veterans Affairs. In addition, hunters who possess a permit to hunt from a standing vehicle or to hunt using a laser-sighting device, and hunters who are legally blind may also participate.

The partnership grew out of the fact that NCSC and the deer management association had already been facilitating the hunt, but have been limited by their access to enough land. The Independence Hunt is prohibited on state or county lands, yet allowed on private lands. Several generous landowners allowed handicapped hunters to use their properties for the hunt, but the number of hunters exceeds the available properties. This is where LTC comes in:

Many of the conservancy’s nature preserves are open for hunting.

Another primary need identified by the partnership is to find more guides for the disabled veterans. Volunteers through the two clubs have served as personal guides for many hunters over the past several years. “Essentially, we need a few more people to help us scout and set up a location with a portable hunting blind,” explains Jay Winchell, president of NCSC. “Then the guide will accompany the hunter over the course of the weekend, helping them set up and staying with them through the hunt so they will have help with mobility and—hopefully—retrieving a deer!”

Through the partnership, several of the hunters (veterans only) for the Independence Hunt stay at the Brave Hearts Estate

northwest of Pellston, where they are provided a place to sleep, meals and a friendly deer camp environment. “We try to provide an opportunity for these fine men and women who have served our country to do what so many others can do without assistance,” said Paula Brown from the Brave Hearts Estate. The NCSC members and volunteers provide meals for the hunters not staying at Brave Hearts Estate.

Charitable contributions help offset the costs of large ground blinds that can accommodate a wheelchair and a guide, of meat processing and meals. LTC helps out by acting as the fiduciary for the group, making it easy to donate to one organization.

“Hunters have long been land conservationists in America, and the work of land conservancies greatly complements the work that sports men and women do to improve habitat and the health of wild populations,” says Kieran Fleming, executive director at LTC. “This partnership has created the foundation for several new relationships between our land trust and the groups and constituents involved in a variety of hunting forms. We have just needed to reach out and make these connections.”

One of those connections is with the Ruffed Grouse Society. “They give out grants to improve habitat and recently helped us financially with one of our management projects. This was a first for us,” says Fleming.

“The hunting community and LTC have a common goal: We all want to conserve land and implement wise stewardship,” says Fleming. “Getting together to help the veterans and people with disabilities in our communities is an easy and natural partnership.”

Watch a video about the hunt produced by Heart of the Lakes, the collective voice for Michigan’s land conservancies: <https://vimeo.com/307122096/7a2199a74a>. •

A Special Moment with an Owl

THE CALVIN AND COYLE WOODLAND PARK, PROTECTED BY the accredited Kachemak Heritage Land Trust (KHLT), is an important greenspace of forest and meadows that is home to resident wildlife. The property is located near downtown Homer, Alaska, and is easily accessible by car or a pedestrian and bike path.

This almost 30-acre property has a 1.5-mile loop trail that includes a viewing platform overlooking Beluga Wetlands. The walking trail offers visitors the opportunity to see a variety of birds and other wildlife.

Information about the trail found on the land trust's website includes a bird species list for different seasons. KHLT volunteer Amanda Kelly expected to spot

some birds on that list, but not the one she did see. "It was a great gray owl (*Strix nebulosa*)," says Kelly. "They're here, but they're uncommon and it's hard to find them."

She took a photo and the land trust posted it to its Facebook page with the message, "Gorgeous Great Gray Owl on the trail...Please keep a respectful distance from wildlife—this photo was taken with 40x optical zoom."

"These special moments with wildlife are one reason land conservation is so important to me," says Kelly. "I always love walking the Calvin and Coyle property, but that was a particularly exciting day on the trail. You never know what you're going to see out there." •



AMANDA KELLY

The great gray owl spotted by Amanda Kelly, a volunteer for Kachemak Heritage Land Trust in Alaska.

Ear to the Ground

*Accredited



MARK KAISER

Lydia Martin

Lydia Martin, director of education and engagement at Lancaster County Conservancy* in Pennsylvania, received one of PennFuture's Fifth Annual Celebrating Women in Conservation awards, along with Lauren Ferreri of the Pennsylvania Game Commission. Both were honored in the category of Women of Environmental Education, given to individuals who have dedicated themselves to educating the community about sustainability and environmental policy.

Catawba Lands Conservancy* in North Carolina announced **Bart Landess** as the new executive director in March. He brings

nearly 30 years of fundraising and nonprofit experience to his new role.

Karen Lutz, longtime Mid-Atlantic regional director for the Appalachian Trail Conservancy in Harpers Ferry, West Virginia, is retiring after a storied career. She received the Lifetime Achievement Award from the Partnership for the National Trail System last October.

Zoraida Lopez-Diago, communications coordinator at Westchester Land Trust* in New York, is seeking to connect with conservationists of color who work for land trusts around the country. She is gauging interest in starting some form of an association/network for conservationists of color, working with the Land Trust Alliance on this exciting possibility. If you are interested please contact her at zoraida@westchesterlandtrust.org. Look for her workshop at Rally 2019 in Raleigh, North Carolina, October 17-19. 🌱



LEIA LOWERY

A nursing home resident frames leaves brought in by Leia Lowery during her land trust's program.

Reaching the Whole Community

“When my grandmother lived in a nursing home, she told me that her friends were from farms or often talked about being outside,” says Leia Lowery, director of education at Kennebunkport Conservation Trust in Maine. “That’s when I made it my mission to bring the outdoors in.”

Lowery says it’s taken some time, but now the land trust has set up a program with a local facility. “There are many people who can’t get out due to mobility issues or because they are dementia patients. I pick a topic, and then try to hit all the senses. I usually have a slide show, accompanied by a local woman who reads her poetry about the subject. And I try to have one hands-on activity. I bring things in for touch, smell, sometimes taste (one spring I did pollinators and brought in fresh honey). We do one program per season, and hope to grow as interest grows.”

Once in the fall Lowery brought in live moss. “They loved to smell and touch it, and many stories of jumping

in leaves, walking in woods and loving being outside came out! One winter program included fake snowballs and we had a (gentle) snowball fight in the lobby, with lots of laughter.”

Lowery says the program’s success has led to a new connection with an organization called “The Center,” for active older adults (generally 65 and older.) “What is fantastic about this is that they now want to partner and volunteer,” says Lowery.

She says the land trust’s program is very simplistic, low-cost and low-maintenance. “I’m sure there are more amazing ones out there. But I guess at the end of the day, it’s important to just reach out and start something. To create more vibrant communities, we need to reach the whole community. When we do, and they start to interconnect, it is amazing.”

Read more about land trusts connecting with their communities in different ways at www.lta.org/spotlights.



Accredited Land Trusts

CONGRATULATIONS TO THE FOLLOWING LAND CONSERVATION GROUPS

NATIONAL

- Access Fund
- Ducks Unlimited and its affiliate, Wetlands America Trust ♦
- The Conservation Fund and its affiliate, Sustainable Conservation
- The Nature Conservancy ♦
- The Trust for Public Land
- The Wilderness Land Trust ♦

ALABAMA

- Freshwater Land Trust ♦
- Land Trust of North Alabama ♦
- Weeks Bay Foundation ♦

ALASKA

- Great Land Trust ♦
- Interior Alaska Land Trust
- Kachemak Heritage Land Trust ♦
- Southeast Alaska Land Trust

ARIZONA

- Arizona Land and Water Trust ♦
- Central Arizona Land Trust
- Desert Foothills Land Trust ♦

ARKANSAS

- Northwest Arkansas Land Trust

CALIFORNIA

- Bear Yuba Land Trust ♦
- Big Sur Land Trust ♦
- California Farmland Trust ♦
- California Rangeland Trust ♦
- Cayucos Land Conservancy
- Center for Natural Lands Management ♦
- Eastern Sierra Land Trust ♦
- Elkhorn Slough Foundation
- Fallbrook Land Conservancy
- Feather River Land Trust
- John Muir Land Trust
- Land Conservancy of San Luis Obispo County
- Land Trust for Santa Barbara County ♦
- Land Trust of Napa County
- Land Trust of Santa Clara Valley
- Land Trust of Santa Cruz County ♦
- Marin Agricultural Land Trust ♦
- Mendocino Land Trust
- Mojave Desert Land Trust
- Mother Lode Land Trust
- Northcoast Regional Land Trust ♦
- Northern California Regional Land Trust ♦
- Ojai Valley Land Conservancy
- Pacific Forest Trust ♦

- Peninsula Open Space Trust ♦
- Placer Land Trust ♦
- Rivers & Lands Conservancy
- Sacramento Valley Conservancy ♦
- San Diego Habitat Conservancy
- San Joaquin River Parkway and Conservation Trust ♦
- Santa Clara Valley Open Space Authority
- Save Mount Diablo
- Save the Redwoods League ♦
- Sempervirens Fund ♦
- Sequoia Riverlands Trust
- Shasta Land Trust ♦
- Sierra Foothill Conservancy
- Solano Land Trust ♦
- Sonoma Land Trust
- Sutter Buttes Regional Land Trust
- Tejon Ranch Conservancy
- Transition Habitat Conservancy
- Tri-Valley Conservancy ♦
- Truckee Donner Land Trust ♦
- Wildlife Heritage Foundation ♦

COLORADO

- Aspen Valley Land Trust ♦♦
- Black Canyon Regional Land Trust ♦
- Central Colorado Conservancy
- Colorado Cattlemen's Agricultural Land Trust ♦
- Colorado Headwaters Land Trust
- Colorado Open Lands ♦
- Colorado West Land Trust ♦
- Crested Butte Land Trust ♦
- Douglas Land Conservancy ♦
- Eagle Valley Land Trust ♦
- Estes Valley Land Trust ♦♦
- La Plata Open Space Conservancy ♦
- Montezuma Land Conservancy ♦
- Mountain Area Land Trust ♦
- Palmer Land Trust ♦
- Rio Grande Headwaters Land Trust ♦
- San Isabel Land Protection Trust ♦
- Southern Plains Land Trust

CONNECTICUT

- Avalonia Land Conservancy
- Candlewood Valley Regional Land Trust
- Colchester Land Trust
- Connecticut Farmland Trust ♦
- Cornwall Conservation Trust
- Flanders Nature Center & Land Trust
- Granby Land Trust
- Greenwich Land Trust ♦
- Housatonic Valley Association
- Joshua's Tract Conservation and Historic Trust ♦

- Kent Land Trust ♦
- Land Conservancy of Ridgefield
- Lyme Land Conservation Trust
- Naromi Land Trust
- New Canaan Land Trust
- Newtown Forest Association
- Norfolk Land Trust
- Redding Land Trust ♦
- Roxbury Land Trust
- Salem Land Trust ♦
- Salisbury Association
- Sharon Land Trust
- Steep Rock Association
- Warren Land Trust
- Weantinoge Heritage Land Trust
- Winchester Land Trust

FLORIDA

- Alachua Conservation Trust ♦
- Conservation Florida ♦
- Conservation Foundation of the Gulf Coast ♦
- North Florida Land Trust
- Tall Timbers Research Station & Land Conservancy ♦
- Tampa Bay Conservancy

GEORGIA

- Athens Land Trust ♦
- Central Savannah River Land Trust ♦
- Chattooga Conservancy
- Georgia-Alabama Land Trust
- Georgia Piedmont Land Trust
- Mountain Conservation Trust of Georgia ♦
- St. Simons Land Trust

HAWAII

- Hawaiian Islands Land Trust ♦

IDAHO

- Kaniksu Land Trust
- Land Trust of the Treasure Valley
- Lemhi Regional Land Trust
- Palouse Land Trust
- Sagebrush Steppe Land Trust
- Teton Regional Land Trust ♦
- Wood River Land Trust ♦

ILLINOIS

- Jo Daviess Conservation Foundation ♦
- Lake Forest Open Lands Association and its affiliate, Lake Forest Land Foundation ♦
- Natural Land Institute
- Openlands ♦
- Prairie Land Conservancy

INDIANA

- Central Indiana Land Trust ♦
- NICHES Land Trust
- Shirley Heinze Land Trust
- Sycamore Land Trust

IOWA

- Bur Oak Land Trust ♦
- Iowa Natural Heritage Foundation ♦

KANSAS

- Kansas Land Trust
- Ranchland Trust of Kansas

KENTUCKY

- Bluegrass Land Conservancy ♦
- Kentucky Natural Lands Trust
- Louisville & Jefferson County Environmental Trust
- River Fields
- Woods and Waters Land Trust

LOUISIANA

- Land Trust for Louisiana

MAINE

- Androscoggin Land Trust
- Bangor Land Trust
- Blue Hill Heritage Trust ♦
- Boothbay Region Land Trust
- Brunswick-Topsham Land Trust ♦
- Cape Elizabeth Land Trust
- Chebeague & Cumberland Land Trust ♦
- Coastal Mountains Land Trust ♦
- Damariscotta River Association
- Downeast Coastal Conservancy
- Forest Society of Maine ♦
- Frenchman Bay Conservancy
- Georges River Land Trust
- Great Pond Mountain Conservation Trust
- Harpswell Heritage Land Trust
- Kennebec Estuary Land Trust
- Kennebec Land Trust
- Loon Echo Land Trust
- Mahoosuc Land Trust ♦
- Maine Coast Heritage Trust ♦
- Medomak Valley Land Trust
- Midcoast Conservancy ♦
- Oceanside Conservation Trust of Casco Bay
- Orono Land Trust
- Rangeley Lakes Heritage Trust
- Three Rivers Land Trust
- Vinalhaven Land Trust ♦

MARYLAND

- American Chestnut Land Trust
- Eastern Shore Land Conservancy
- Lower Shore Land Trust
- Potomac Conservancy ♦

MASSACHUSETTS

- Ashburnham Conservation Trust
- Ashby Land Trust

- Buzzards Bay Coalition and its affiliate, Acushnet River Reserve
- Dartmouth Natural Resources Trust
- Groton Conservation Trust
- Kestrel Land Trust
- Lowell Parks and Conservation Trust
- Massachusetts Audubon Society
- Mount Grace Land Conservation Trust ♦
- Sheriff's Meadow Foundation
- Sudbury Valley Trustees ♦
- The Trustees of Reservations and its affiliates, Hilltown Land Trust and Massachusetts Land Conservation Trust ♦
- Wareham Land Trust

MICHIGAN

- Chikaming Open Lands ♦
- Chippewa Watershed Conservancy ♦
- Grand Traverse Regional Land Conservancy ♦
- Keweenaw Land Trust
- Land Conservancy of West Michigan ♦
- Leelanau Conservancy ♦
- Legacy Land Conservancy ♦
- Little Forks Conservancy ♦
- Michigan Nature Association
- North Oakland Headwaters Land Conservancy ♦
- Saginaw Basin Land Conservancy
- Six Rivers Land Conservancy
- Southwest Michigan Land Conservancy ♦
- Upper Peninsula Land Conservancy

MINNESOTA

- Minnesota Land Trust ♦

MISSISSIPPI

- Land Trust for the Mississippi Coastal Plain ♦

MISSOURI

- Ozark Regional Land Trust

MONTANA

- Bitter Root Land Trust ♦
- Five Valleys Land Trust ♦
- Flathead Land Trust ♦
- Gallatin Valley Land Trust ♦♦
- Montana Land Reliance ♦
- Prickly Pear Land Trust ♦
- Vital Ground Foundation

NEBRASKA

- Nebraska Land Trust ♦

NEVADA

- Nevada Land Trust

NEW HAMPSHIRE

- Ammonoosuc Conservation Trust ♦
- Ausbon Sargent Land Preservation Trust ♦
- Bear-Paw Regional Greenways
- Five Rivers Conservation Trust
- Lakes Region Conservation Trust
- Monadnock Conservancy ♦
- Piscataquog Land Conservancy

- Society for the Protection of New Hampshire Forests ♦
- Southeast Land Trust of New Hampshire ♦
- Squam Lakes Conservation Society ♦
- Upper Saco Valley Land Trust
- Upper Valley Land Trust ♦

NEW JERSEY

- D&R Greenway Land Trust ♦
- Friends of Hopewell Valley Open Space
- Great Swamp Watershed Association
- Harding Land Trust
- Hunterdon Land Trust
- Monmouth Conservation Foundation
- New Jersey Conservation Foundation ♦
- Raritan Headwaters Association
- Ridge and Valley Conservancy
- South Jersey Land and Water Trust
- The Land Conservancy of New Jersey ♦

NEW MEXICO

- New Mexico Land Conservancy
- Rio Grande Agricultural Land Trust
- Santa Fe Conservation Trust
- Taos Land Trust ♦

NEW YORK

- Adirondack Land Trust
- Agricultural Stewardship Association ♦
- Cazenovia Preservation Foundation
- Champlain Area Trails
- Columbia Land Conservancy ♦
- Dutchess Land Conservancy ♦
- Edmund Niles Huyck Preserve
- Finger Lakes Land Trust
- Genesee Land Trust ♦
- Genesee Valley Conservancy ♦
- Greene Land Trust
- Hudson Highlands Land Trust ♦
- Indian River Lakes Conservancy
- Lake George Land Conservancy
- Mianus River Gorge ♦
- Mohawk Hudson Land Conservancy ♦
- Mohonk Preserve ♦
- North Salem Open Land Foundation
- North Shore Land Alliance
- Oblong Land Conservancy
- Open Space Institute and its affiliate, Open Space Institute Land Trust ♦
- Orange County Land Trust
- Otsego Land Trust
- Putnam County Land Trust – Save Open Spaces
- Rensselaer Land Trust ♦
- Rensselaer Plateau Alliance
- Rondout-Esopus Land Conservancy
- Saratoga P.L.A.N.
- Scenic Hudson and its affiliate, Scenic Hudson Land Trust ♦
- Thousand Islands Land Trust ♦
- Tug Hill Tomorrow Land Trust ♦
- Wallkill Valley Land Trust
- Westchester Land Trust ♦
- Western New York Land Conservancy
- Winnakee Land Trust ♦
- Woodstock Land Conservancy

NORTH CAROLINA

- Blue Ridge Conservancy ♦
- Catawba Lands Conservancy ♦
- Conservation Trust for North Carolina ♦
- Conserving Carolina ♦
- Davidson Lands Conservancy
- Eno River Association ♦
- Foothills Conservancy of North Carolina ♦
- Highlands-Cashiers Land Trust ♦
- Mainspring Conservation Trust ♦
- New River Conservancy ♦
- North Carolina Coastal Land Trust ♦
- Piedmont Land Conservancy ♦
- RiverLink
- Southern Appalachian Highlands Conservancy ♦
- Tar River Land Conservancy ♦
- The Walthour-Moss Foundation
- Three Rivers Land Trust
- Triangle Land Conservancy

OHIO

- Black Swamp Conservancy
- Cardinal Land Conservancy
- Gates Mills Land Conservancy
- Licking Land Trust
- Tecumseh Land Trust ♦

OREGON

- Deschutes Land Trust ♦
- Greenbelt Land Trust ♦
- McKenzie River Trust ♦
- North Coast Land Conservancy
- Southern Oregon Land Conservancy ♦
- The Wetlands Conservancy ♦
- Wallowa Land Trust
- Western Rivers Conservancy

PENNSYLVANIA

- Allegheny Land Trust ♦
- Brandywine Conservancy & Museum of Art ♦
- Central Pennsylvania Conservancy
- Chestnut Hill Conservancy ♦
- ClearWater Conservancy ♦
- Countryside Conservancy ♦
- Delaware Highlands Conservancy ♦
- French and Pickering Creeks Conservation Trust
- French Creek Valley Conservancy
- Heritage Conservancy ♦
- Hollow Oak Land Trust
- Lancaster County Conservancy ♦
- Lancaster Farmland Trust ♦
- Land Conservancy of Adams County ♦
- Land Trust of Bucks County
- Natural Lands and its affiliate, Montgomery County Lands Trust ♦
- North Branch Land Trust ♦
- The Land Conservancy for Southern Chester County ♦
- Tinicum Conservancy ♦
- Western Pennsylvania Conservancy ♦
- Westmoreland Conservancy ♦
- Wildlands Conservancy
- Willistown Conservation Trust ♦

PUERTO RICO

- Conservation Trust of Puerto Rico ♦

RHODE ISLAND

- Aquidneck Land Trust ♦
- Block Island Conservancy
- Sakonnet Preservation Association ♦
- South Kingstown Land Trust
- Tiverton Land Trust
- Westerly Land Trust

SOUTH CAROLINA

- Aiken Land Conservancy
- Beaufort County Open Land Trust
- Congaree Land Trust ♦
- East Cooper Land Trust
- Edisto Island Open Land Trust ♦
- Kiawah Island Natural Habitat Conservancy
- Lord Berkeley Conservation Trust
- Lowcountry Land Trust ♦
- Pee Dee Land Trust ♦
- Spartanburg Area Conservancy ♦
- Upper Savannah Land Trust
- Upstate Forever ♦

TENNESSEE

- Land Trust for Tennessee ♦
- Lookout Mountain Conservancy ♦
- Tennessee Parks & Greenways Foundation ♦
- Wolf River Conservancy

TEXAS

- Bayou Land Conservancy ♦
- Colorado River Land Trust
- Fronterra Land Alliance
- Galveston Bay Foundation ♦
- Green Spaces Alliance of South Texas ♦
- Hill Country Conservancy
- Hill Country Land Trust ♦
- Houston Audubon Society
- Katy Prairie Conservancy
- Native Prairies Association of Texas
- Pines and Prairies Land Trust
- Texas Agricultural Land Trust ♦
- Texas Land Conservancy ♦

UTAH

- Summit Land Conservancy ♦
- Utah Open Lands

VERMONT

- Greensboro Land Trust ♦
- Lake Champlain Land Trust ♦
- Northeast Wilderness Trust ♦
- Stowe Land Trust ♦
- Vermont Land Trust ♦

VIRGINIA

- Blue Ridge Land Conservancy ♦
- Historic Virginia Land Conservancy
- Land Trust of Virginia ♦
- New River Land Trust ♦

- Northern Neck Land Conservancy
- Northern Virginia Conservation Trust ♦
- Piedmont Environmental Council ♦
- Virginia Eastern Shore Land Trust ♦

WASHINGTON

- Bainbridge Island Land Trust ♦
- Blue Mountain Land Trust
- Capitol Land Trust
- Chelan-Douglas Land Trust ♦
- Columbia Land Trust ♦
- Forterra ♦
- Great Peninsula Conservancy
- Inland Northwest Land Conservancy
- Jefferson Land Trust ♦
- Lummi Island Heritage Trust ♦
- Methow Conservancy ♦
- Nisqually Land Trust ♦
- North Olympic Land Trust ♦
- PCC Farmland Trust
- San Juan Preservation Trust ♦
- Skagit Land Trust ♦
- Whatcom Land Trust ♦
- Whidbey Camano Land Trust ♦

WEST VIRGINIA

- Cacapon and Lost Rivers Land Trust ♦
- West Virginia Land Trust

WISCONSIN

- Caledonia Conservancy ♦
- Door County Land Trust
- Driftless Area Land Conservancy
- Geneva Lake Conservancy
- Groundswell Conservancy
- Ice Age Trail Alliance
- Kettle Moraine Land Trust ♦
- Kinnickinnic River Land Trust ♦
- Landmark Conservancy ♦
- Madison Audubon Society
- Mississippi Valley Conservancy ♦
- Northeast Wisconsin Land Trust
- Northwoods Land Trust ♦
- Ozaukee Washington Land Trust ♦
- Tall Pines Conservancy
- The Prairie Enthusiasts and its affiliate, TPE Trust

WYOMING

- Jackson Hole Land Trust ♦
- Wyoming Stock Growers Land Trust ♦

As of May 2019

♦ Indicates Previously Renewed

♦♦ Indicates Second Renewal

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