



## **TERRAFIRMA RISK RETENTION GROUP LLC**

### **MEMBERS OF CURRENT MEMBERS COMMITTEE**

As of November 20, 2017

Members serve from each of eight regions in addition to the regulatory required Vermont resident member for a total of nine persons.

#### **Pacific Coast:**

California, Hawaii, Washington, Oregon, Alaska

**Harry Pollack (CA)** General Counsel, Save the Redwoods League

hpollack@savetheredwoods.org

Harry Pollack, an attorney, organizational leader and trusted advisor throughout his career, has proudly served as General Counsel at Save the Redwoods League (CA) since 2011. As General Counsel, Harry provides hands-on counsel to the board of directors, senior management and staff. Prior to joining the League, Harry was the principal of Conservation Partners, a conservation law firm representing land trusts throughout California. In addition to his land conservation practice, Harry was concurrently a partner at Pollack & Davis, LLP, a real estate and business transaction law firm. Harry serves on the Board of Directors of the California Council of Land Trusts (CCLT) and is its treasurer. He sits on CCLT's Government Relations (Policy) Committee and is chair of CCLT's Law Forum.

#### **Mountains & Plains:**

Colorado, Montana, Idaho, Wyoming, Nevada, Arizona, Utah, North Dakota, South Dakota, Nebraska, Kansas, Iowa, Oklahoma, Arkansas, Missouri, Texas and New Mexico

**Curt Gleaves (CO)** Treasurer, Estes Valley Land Trust

curtgleaves@chapinfinancial.com

Curt Gleaves joined the Board of Directors of Estes Valley Land Trust (CO) in 2010 and became a member of EVLT's Legal Committee and Finance Committee. In 2012, he became EVLT's Treasurer. Curt arrived in Estes Park in 2006 and first served the land trust by being actively involved in monitor activities since 2007. Curt is active on the Legal and Finance Committees.

Curt graduated from Stanford University majoring in economics and was awarded a law degree from the University of California, Hastings College. He practiced law in Portland, Oregon for over 25 years specializing in securities law and corporate finance first at Schwabe Williamson and then at Foster Pepper. He served for 10 years as his firm's Chief Financial Officer and, in this capacity he had experience working with Attorneys Liability Assurance Society, a captive fund providing professional liability insurance to medium and large law firms throughout the county. He has also served as a board member, Treasurer and President of many non-profit organizations. He has assisted over 50 different non-profit organizations with their organization, applications for 501(c)(3) non-profit status, corporate governance policies, financial reporting systems and tax filings and

investment policies. Curt is an attorney and is President of Chapin Financial Management in Estes Park, providing bookkeeping, tax, investment and financial consulting services to high net worth individuals, small businesses and non-profit organizations and is a Registered Tax Return Preparer.

**Western At-Large:**

Cannot be from a state with a person currently on Members Committee serving the Pacific Coast or the Mountains & Plains.

**Derek Schaefer** (WY) CFO, Jackson Hole Land Trust  
derek@jhlandtrust.org

Derek is the Chief Financial Officer for the Jackson Hole Land Trust (JHLT), an accredited land trust that has protected over 55,000 acres in and around the Greater Yellowstone Area of NW Wyoming. In 2016, Derek successfully helped to lead the merger of the Green River Valley Land Trust with JHLT to ensure the continued integrity, stewardship, and connectivity of conservation easements that are critical to wildlife migration in NW Wyoming.

Prior to joining JHLT, Derek worked as Corporate Controller for the Jackson Hole Mountain Resort. He has served on several local boards including as President of Habitat for Humanity of the Greater Teton Area, and he currently serves as Treasurer for Global Ties Wyoming. Derek received a Bachelor of Science degree in Finance from Santa Clara University and earned an MBA in International Management from the Thunderbird School of Global Management.

**Great Lakes:**

Minnesota, Wisconsin, Indiana, Michigan, Ohio, Illinois

**Marlene Frisbie** (IL) Treasurer, The Land Conservancy of McHenry County  
marlenefrisbie@gmail.com

Marlene Frisbie is a CPA and ran a plant nursery business for a number of years. She and her husband donated a conservation easement on 60 acres of their 65 acre property in 2011. She's very sharp and an experienced accounting professional. Her professional background ranges from public accounting and Fortune 500 companies to small, privately owned enterprises. She has been self-employed for the past year, working with small businesses and not-for-profits. She currently serves on the board of The Land Conservancy of McHenry County as treasurer. She is a past chair of the City of Woodstock Environmental Commission, and has served on the board of the Environmental Defenders of McHenry County. Marlene and her husband live in rural Woodstock on 65 acres, of which 60 acres are in a conservation easement with The Land Conservancy. She and her husband have been restoring the wetland and woodland habitats on their land, as well as recreating prairie habitat on the formerly farmed fields. Specialties include accountancy, customer relations, file management, finance, financial reporting, financial statements, government, human resources, information technology, insurance, marketing, organizational skills, policy analysis, sales, seminars, and supervisory skills. Before Marlene moved to the plant nursery sector in 1989 she was in the financial services sector for 12 years with stints at GATX Corporation as Manager, External Financial Reporting, FMC Corporation as Senior Financial Accountant and Coopers and Lybrand as an Audit Supervisor.

**Atlantic Coast:**

Pennsylvania, Maryland, New Jersey, Delaware, Rhode Island, Virginia, West Virginia, District of Columbia

**Grant Smith** (WV) President, Land Trust of the Eastern Panhandle  
rgrantsmit@aol.com

Grant Smith joined the board of the all-volunteer Land Trust of the Eastern Panhandle of West Virginia in 2001, upon his retirement from a 38-year career in the US Department of State, where he rose to the position of Ambassador. After working on baseline surveys and monitoring of conservation easements, he became secretary of the board, and was elected president in 2005.

As the board president, he has negotiated easement documents, resolved violations, represented the Land Trust at meetings of the Coalition of West Virginia Land Trusts, regularly attended the LTA Rally, and participated in delegation visits to West Virginia congressional and senatorial staffs.

His service on the Land Trust board has coincided with establishment of county Farmland Protection Boards, with which the Land Trust co-holds many of its easements, and with beginning of funding of civil war battlefield easements in the Panhandle by the National Park Service's American Battlefield Protection Program. As a result, the Land Trust's portfolio has grown from three easements in 2003 to 48 today, protecting over 4800 acres. The Land Trust of the Eastern Panhandle signed up for Terrafirma insurance as soon as it became available.

Grant holds a bachelor's degree in Public and International Affairs from Princeton University and a Masters in International Affairs from Columbia University. He and his wife, Renny, have been landowners in Jefferson County, WV since 1988 and are members of the Potomac Valley Audubon Society and the Jefferson County Historical Society. They have two children: one is an environmental lawyer and the other is an urban planner.

**Northern New England:**

Maine, Vermont, New Hampshire

**Deborah Stanley** (NH) Executive Director, The Ausbon Sargent Land Preservation Trust  
dstanley@ausbonsargent.org

Deborah is the long-time Executive Director of almost 30 years of The Ausbon Sargent Land Preservation Trust (NH). She has expertise in policy, easement/land issues, finances, gifts and planned giving. Debbie is excellent at outreach and management. Debbie is well known for her organizational skills and her ability to successfully implement a Strategic Plan. She is effective at recruiting and inspiring volunteers and trustees. Debbie has cultivated and nurtured relationships with ASLPT donors at all levels of giving. She is known for her fundraising ability. In 2012, \$2.5 million was raised with the intention to establish, preserve and grow a fund sufficient to support significant contributions to the operating budget, in addition to, the annual support from 1,100 members. Under her leadership, Ausbon Sargent was the 2009 recipient of the Conservation Partner Award from the NH Chapter of The Nature Conservancy.

Debbie's family has donated three conservation easements on land which has been in the Stanley family since 1863 including ½ mile of Little Lake Sunapee shoreline. Debbie and her husband Peter received the first Wildlife Stewardship Award in Merrimack County. The award is given jointly by New Hampshire Fish and Game and UNH Cooperative Extension to recognize exemplary wildlife management activities.

Debbie currently serves on the New Hampshire Land Trust Coalition board. A graduate of George Washington University she holds a B.B.A. She was the 2008 recipient of the Sarah Thorne Conservation Award which is presented annually to a volunteer or land conservation professional who has made a major contribution to the NH landscape and whose conservation activities have increased the capacity of others.

**New England:**

Massachusetts, Rhode Island, Connecticut, New York

**Michelle Smith** (NY) Executive Director, Hudson Highlands Land Trust  
michelle.smith@hhlt.org

**Michelle Smith** has been the Executive Director of the Hudson Highlands Land Trust (NY) for over a year, after previously serving on the organization's board of directors since 2014.

Michelle is a Fellow of the Society of Actuaries, with more than 25 years of actuarial and finance experience. Prior to joining the Hudson Highlands Land Trust, Michelle was a Managing Director in the Investment Banking Division of Goldman Sachs, where she worked for 11 years. At Goldman she led a team in the Financial Institutions Group responsible for providing risk and capital management solutions to insurance companies. Prior to that, Michelle worked for Towers Perrin (now Willis Towers Watson) as a senior actuarial consultant in Australia, Europe, and then the US (based in Atlanta, GA). In those roles she worked with insurance companies on risk pricing, product development and risk management solutions.

Previously, when she lived in Atlanta, Michelle held leadership roles with the Sierra Club and Georgia ForestWatch. She is currently on the advisory board of the Beacon Institute for Rivers and Estuaries and helped found Renewable Highlands, an organization whose mission is to expand the use of renewable energy in the Hudson Highlands area. In 2017 she was appointed to the Communities Council of the Hudson River Valley Greenway. Michelle has a BSc (Hons) from the University of Melbourne (Australia) and is a Fellow of the US Society of Actuaries and the Institute of Actuaries of Australia.

**South East:**

Kentucky, Louisiana, Mississippi, Tennessee, Alabama, Georgia, Florida, North Carolina, South Carolina

**Laurie Smith** (NC) Catawba Lands Conservancy; Chair, Nominating and Governance Committee, and Member, Executive Committee; Attorney  
LSmith@robinsonbradshaw.com

Laurie Smith is a graduate of the University of North Carolina at Chapel Hill (1992) and Yale Law School (1995). After working with a federal judge in Virginia, she joined Robinson Bradshaw and Hinson, where she became a partner specializing in corporate law. She has represented public and private companies in a variety of corporate transactions, including equity offerings, mergers and asset acquisitions and dispositions, and complex financing transactions. Laurie took a leave of absence in order to devote more time to her family and community service and is now back as a practicing attorney at Robinson Bradshaw, where her practice currently focuses on healthcare mergers and acquisitions and joint ventures. Laurie's past community service includes serving on the Charlotte-Mecklenburg Historic Landmarks Commission, the Executive Board of the PTA for St. Patrick's School and various committees of the Mecklenburg County and North Carolina Bar Associations, and as Chair of the Parent's Council for

Covenant Presbyterian Preschool. She also leads the Catawba Land Conservancy's corporate governance and board risk management policy updates.

**Vermont Resident: Sandy Hauserman**

Sandy is a former reinsurance intermediary and environmental attorney with 30 years experience in the insurance and reinsurance industry. He has substantial experience in many areas of the Property and Casualty business including sales, marketing, account management, negotiating contracts, underwriting, and providing internal legal advice. His experience also includes; creating & managing start-up companies, drafting reinsurance contracts, overseeing accounting and claims activity, and monitoring regulatory matters. Sandy was the Senior Vice President/Reinsurance Intermediary with Guy Carpenter & Company, Inc. (Marsh and McLennan Companies, Inc.) for ten years. Sandy has his Juris Doctor Cum Laude from Pace University School of Law and a Masters of Studies in Environmental Law, Summa cum Laude from Vermont Law School. He is an ARIAS, U.S. Certified Arbitrator, and Senior Counsel to Nanotech Risk Management, a consulting company providing analysis for understanding the risks and opportunities created by products made with nanotechnology.

**ALLIANCE RISK MANAGEMENT SERVICES LLC, a subsidiary of The Land Trust Alliance, Inc.**

**Officers and Staff**

**Andrew Bowman** is President of the Land Trust Alliance, a Washington, DC based land conservation organization that provides policy, lobbying, and training services for America's 1697 land trusts. Prior to working at the Land Trust Alliance, he served as the Doris Duke Charitable Foundation's (DDCF) program director for the environment. During his 10 years at DDCF, he developed and obtained approval for more than \$100 million in grants. Born and raised in California, Bowman earned a master's degree in city and regional planning at the University of California at Berkeley, a Master of Laws in environmental and natural resources at the Northwestern School of Law of Lewis & Clark College and a Juris Doctor degree at the University of California, Hastings College of the Law.

**Marilyn Ayres** is the Chief Operations and Financial Officer for the Land Trust Alliance. She joined the Alliance in 1999 after deciding to pursue a career in non-profit financial management. Her previous experience includes managing the finance, deposit operations, information technology, and loan administration functions for Capital Bank, a small commercial bank, where she served as Senior Vice President and Cashier. Her career has encompassed all aspects of administrative and financial management. She received an MBA in Finance in 1997 from The George Washington University and is a licensed CPA.

**Leslie Ratley-Beach** became the Alliance's first Conservation Defense Director in August 2007, responsible for a national program to protect conserved lands for all time. An attorney, she brings in-depth knowledge of conservation through 13 years of work with Vermont Land Trust, where as project counsel she helped acquire over 500 conservation easements and fee- owned parcels, and as stewardship director she led a team stewarding 1430 conservation easements. Ms. Ratley-Beach has also worked with the Alliance's education team in authoring the course "Managing Conservation Easements in Perpetuity," has led trainings at Rally, has written articles for the Alliance's conservation journal, and has served on numerous land trust advisory committees. Ms. Ratley-Beach earned her law degree at Boston University and practiced real estate law in Boston for nine years before joining Vermont Land Trust. She holds a bachelor's degree in journalism and political science from the University of Oregon. Contact at: [lrbeach@lta.org](mailto:lrbeach@lta.org)