



TERRAFIRMA RISK RETENTION GROUP LLC

MEMBERS OF CURRENT MEMBERS COMMITTEE

As of November 28, 2018

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

Kathleen Ackley (OR) Executive Director, Wallowa Land Trust

kathleen@wallowalandtrust.org

Kathleen lives in Enterprise, a small rural community in NE Oregon where she serves as Executive Director for Wallowa Land Trust, established in 2004. Hired in 2013, Kathleen has helped lead the fledgling land trust from a volunteer-led organization to an accredited land trust with multiple successful land transactions added to its portfolio. Prior to coming to Oregon, Kathleen spent a decade with the accredited Capitol Land Trust based in Olympia, Washington. She helped build that organization from a staff of two to seven. Shifting from a well-established urban land trust working in the Puget Sound region to a new land trust in a remote rural area of eastern Oregon brought many challenges as well as opportunities.

Kathleen has an appreciation for how people and place shape the culture of an organization and how the unique political and economic dynamics in the rural West impact conservation work. One of the most rewarding aspects of working in a rural community is being able to experience how deeply ties to the land run through multiple generations of landowners. Kathleen has also served as the board president for the Coalition of Oregon Land Trusts, a statewide association. Being part of a coalition dedicated to serving and strengthening the Oregon land trust community impressed Kathleen with how a unified voice for conservation can benefit the entire conservation community. From increasing funding opportunities to enacting conservation legislation, land trusts can make significant impacts when they collaborate. Seeing the power and success of the coalition is a strong motivator for being involved with TerraFirma.

From stewardship to administration, accounting, fundraising, outreach and land acquisition, Kathleen has extensive experience with just about every aspect of running a land trust. She has monitored forestlands, shorelines, farms, wetlands and prairies by car, foot, horse and boat. She has organized and executed countless land trust events and written more fundraising letters that she cares to remember. She knows how to write grants, conservation easements, baseline documents and management plans. But what she is most proud of is being a part of a collective vision that honors the land and our connection to it. Before she came to the land trust community, Kathleen worked for environmental and social justice advocacy organizations, mostly in the Puget Sound region. Originally from Eugene, Oregon

Kathleen graduated from the University of Hawaii with a degree in Asian Studies, before receiving a master's degree in Environmental Studies from The Evergreen State College.

Mountains & Plains:

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

James E. Rogers (ID) Board Member, Northern Prairies Land Trust
jrogers3@cobank.com

James E. Rogers is on the board of the Northern Prairies Land Trust in South Dakota. NPLT, with its staff of six, works to establish partnerships with landowners to provide protection for lands that are important for agriculture, forestry, fish and wildlife habitat and open space in both South Dakota and Nebraska. James spent his childhood fishing, camping, and earning his Eagle Scout badge in Nebraska, Missouri, Idaho and Pennsylvania. Born in Omaha, Nebraska, he graduated from the University of Nebraska at Lincoln with a degree in Forestry, Fisheries and Wildlife, from the Vermont Law School, cum laude, with a Masters in Environmental Law, and from the University of South Dakota School of Law. He was the Editor-in-Chief of the Great Plains Natural Resources Journal, in which he also had two articles published, then spent a year in Des Moines, IA, clerking for the Fifth Judicial District. He spent four years in Sioux Falls, SD, serving as the Underwriting Counsel for the Title Resource Network, First Dakota Title, focusing primarily on title insurance underwriting decisions. After a brief stint working as a Claims Attorney for LandAmerica, where he oversaw title insurance policy coverage determinations and case handling, he returned to the Title Resource Network as their General Counsel. In June of 2015, James accepted a position with CoBank, ACB, based in Greenwood Village, CO. Previously, as Senior Manager for Collateral, James oversaw the perfection and maintenance of the bank's real and personal property collateral liens. Now as a Corporate Attorney, James directs all legal aspects of sophisticated commercial loan and other legal transactions. James is also a graduate of the School of Fly Fishing and The Leader's Institute, and is a member of the board of the Cherry Creek Anglers Chapter of Trout Unlimited. James, along with his wife, Becky, son, Graydon, and daughter, Ellie, enjoy spending time in the Rocky Mountains, fly-fishing, skiing, and enjoying all that the mountains have to offer.

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

Jeff Swinehart (PA) Deputy Director, Lancaster Farmland Trust
jswinehart@lancasterfarmlandtrust.org

Jeff Swinehart has been the Deputy Director of Lancaster Farmland Trust since 2006. With 18 years of land trust experience, Jeff focuses upon the preservation of Lancaster County's agricultural land resources principally through the acquisition and stewardship of conservation easements. He has expertise in easement acquisition and defense, stewardship, water quality initiatives, grant management, and outreach to culturally diverse communities.

During his tenure, Jeff and his team have built Lancaster Farmland Trust's easement portfolio to nearly 500 easements and 30,000 acres, which is the largest easement portfolio in Pennsylvania. He is also responsible for supervision of the Trust's Stewardship and Municipal Outreach programs, and is actively

engaged in the fundraising, general administration, strategic planning and community relations efforts of the Trust.

Jeff is a member of the Pennsylvania Land Trust Association Policy Committee, serves as Vice-Chairman of the Manheim Township Planning Commission, and is a member of the Executive Committee of the Lancaster Clean Water Partners.

Jeff graduated with a Master's degree in Public Administration from the Pennsylvania State University and has a Bachelor of Science Degree in Geography, plus minors in Geology and Regional Planning from Mansfield University.

As a lifelong resident of Lancaster County, Jeff spent his childhood in the southern end of the county enjoying the rural way of life and working on a family owned dairy farm. He currently resides in suburban Manheim Township with his wife and two children. Jeff enjoys hunting, fishing, gardening, preparing gourmet meals, be active in his son's Cub Scout Pack, and visiting family in northern PA and the Finger Lakes region of NY.

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.

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 indepth 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

Renee Kivikko is vice president of education at the Land Trust Alliance. An Alliance staff member since 2000, Renee previously served as the Midwest director and as national director supervising all field-based programs. Today, Renee oversees the Alliance's education, standards and research, and conservation defense programs. Before joining the Alliance, she was the first executive director of the Southwest Michigan Land Conservancy in Kalamazoo, Michigan, a land trust that serves a nine-county area.

Chase Warden is the chief operating and financial officer at the Land Trust Alliance. Before assuming this role, he worked at The Nature Conservancy as the associate state director in Montana, then as the director of finance and operations at the Arlington, Virginia, headquarters. Chase brings over 15 years of financial strategy and operational leadership to the Alliance. He is a graduate of the University of Wisconsin. His passions include mountain biking, traveling and spending time outside with his son Jack.