



TERRAFIRMA RISK RETENTION GROUP LLC

MEMBERS OF CURRENT MEMBERS COMMITTEE

As of January 6, 2020

Members serve from each of eight regions in addition to the regulatory required Vermont resident member totaling 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. 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, 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

Robert Owen (OH) General Counsel, Western Reserve Land Conservancy

rowen@wrlandconservancy.org

Bob Owen has served as General Counsel for Western Reserve Land Conservancy since September 2011 and has been a member of the Land Conservancy's legal staff since April 2006. During his time at the Land Conservancy, Bob has worked on over 400 conservation real estate transactions ranging in scope from straightforward individual conservation easement donations to complex, multi-million dollar acquisitions involving public and private sector parties and often combining state and federal grant funding with private philanthropic dollars. As General Counsel, Bob is responsible for the oversight and management of the Land Conservancy's in-house legal department and provides guidance and counsel to the Land Conservancy's leadership and staff on legal matters affecting the organization, such as violation resolution, litigation management, corporate governance, insurance, employment practices, and other matters involving risk management and avoidance. Bob's leadership as a member of the Land Conservancy's Land Trust Accreditation Team led to the organization's successful bid for accreditation from the Land Trust Accreditation Commission in August of 2019. Bob is a member of the Land Conservancy's senior management team and serves as the organization's Assistant Secretary.

In addition to his extensive experience in conservation, real property, and non-profit law, as an associate in the Cleveland, Ohio office of Taft, Stettinius and Hollister, Bob focused much of his practice in the areas of real estate and municipal law, leading him to serve a local northeast Ohio community as both its assistant law director and prosecutor for over six years. As such, Bob is well versed in matters involving municipal and public sector clients.

Bob served as a member of the Land Trust Alliance's Conservation Defense Advisory Council (CDAC) from 2014 through 2018. Bob also served on the executive committee of the Coalition of Ohio Land Trusts (COLT), a statewide land conservation advocacy and education group, from 2007-2014 and served as its President from 2012-2014. He graduated from Cleveland-Marshall College of Law and obtained his Bachelor degree in Business Administration from Hiram College. Bob is a lifelong resident of northeastern Ohio and currently lives in Newbury Township, Ohio with his wife Gina.

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 that 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, 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@hhl.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:

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

Mary Margaret Lowe (KY) Woods and Waters Land Trust; Secretary, Chair of the Performance Excellence Committee
marymlowe@gmail.com

Mary Margaret Lowe has served on the board of Woods and Waters Land Trust (WWLT) since 2014, and as board secretary since 2017. WWLT has one part-time staff person and currently holds five easements in the lower Kentucky River watershed, plus a 34-acre urban forest nature preserve in Frankfort, Kentucky. Since 2014, Mary Margaret has chaired the Performance Excellence Committee, which led WWLT to achieve first-time accreditation in 2017. She also serves as the treasurer and website manager for the Kentucky Land Trusts Coalition.

She was born in Japan and grew up in Louisville, Kentucky. Her interest in nature began when she was 8 years old and spent two weeks at Girl Scout camp. She also spent many happy summers on an aunt's diversified farm, where she gained an appreciation for locally grown food, sustainable agriculture, and the hard work needed on a family farm to make a living but also to improve the land for future generations.

Mary Margaret has a BA in Classical Civilizations and an MS in Library and Information Science. She was the Library Director at Georgetown College for twenty years, until her retirement in 2011. As a department chair and tenured faculty member, she gained extensive experience in strategic planning and accreditation; development and implementation of policies; committee work; management, budgeting, personnel, and public relations; and teaching and service to the community.

Prior to that, she worked for 12 years as a research analyst at the University of Kentucky College of Agriculture, Food, and the Environment (UK-CAFE). While working at UK-CAFE, she

met and married a graduate student who was studying soil science. Her husband is an Eagle Scout and lifelong environmentalist. They have spent over a year total camping in a tent, including most of the fifty states and a summer in Europe.

Mary Margaret and her husband live on a 350-acre farm near Pleasureville, Kentucky. Their farm includes 250 acres of woods and a mile-long frontage on Drennon Creek, which is a federal and state reference reach tributary of the Kentucky River. They bought the land in 1978, and built their own solar house in the 1980's. In 2013, they installed solar panels that supply most of their electrical power needs.

In 2019, Mary Margaret and her husband donated 338 acres to the Office of Kentucky Nature Preserves. This will become the Drennon Creek State Nature Preserve. For their decades of land stewardship, they received the 2019 Stewardship Award from the Kentucky Heritage Land Conservation Board.

Vermont Statutory 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 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

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.

Hannah Flake is Conservation Defense Coordinator. Hannah joined the Alliance in 2015. She supports all aspects of Alliance Risk Management Services LLC (ARMS) services to TerraFirma land trusts and committee members to ensure smooth operations and communications for ARMS. This individual is the first line of contact for land trusts seeking assistance with and information about TerraFirma. She graduated from the University of North Carolina at Asheville. Her previous experience includes nonprofit management, translation, and legal editing and research. She is a Chapel Hill, NC native who is passionate about the environment.