

## Collaborative Conservation and Multi-parcel land protection projects

Stephen Thor Johnson, New England Forestry Foundation

### Resources

#### Land Trust Capacity and Operations

##### State Land Trust Associations

- Connecticut Land Conservation Council - [www.ctconservation.org](http://www.ctconservation.org)
- Maine Land Trust Network - [www.mltn.org/](http://www.mltn.org/)
- Massachusetts Land Trust Coalition – [www.massland.org/](http://www.massland.org/)
- New Hampshire Center for Land Conservation Assistance – [www.clca.forestsociety.org](http://www.clca.forestsociety.org)
- Rhode Island Land and Water Partnership - [www.landandwaterpartnership.org/library.php](http://www.landandwaterpartnership.org/library.php)
- Vermont Land Trust - [www.vlt.org](http://www.vlt.org)

##### State Nonprofit Associations

- Connecticut Association of Nonprofits – [www.ctnonprofits.org](http://www.ctnonprofits.org)
- Maine Association of Nonprofits - [www.nonprofitmaine.org/default.asp](http://www.nonprofitmaine.org/default.asp)
- Massachusetts Nonprofit Network - [www.massnonprofitnet.org/](http://www.massnonprofitnet.org/)
- New Hampshire Center for Nonprofits - <http://www.nhnonprofits.org/knowledgecenter.cfm>

##### Standards and Practices

- Land Trust Alliance - Learning Center <http://tlc.lta.org/>

#### Collaborations

##### **Northern Sierra Partnership** – [www.northernsierrapartnership.org](http://www.northernsierrapartnership.org)

The NSP is a collaborative initiative to conserve, restore, and enhance the magnificent natural landscape of the northern Sierra Nevada, and build the foundation for sustainable rural prosperity.

##### **Mount Agamenticus to the Sea Conservation Initiative** – <http://www.mta2c.org/>

MTA2C is an effort led by a coalition of ten national, regional and local partners representing federal and governmental agencies, statewide land protection organizations and three local land trusts to protect a network of connected conservation lands and natural resources within a 48,000-acre focus area in Southern Maine for the benefit of people and wildlife.

*Models of Collaboration Among Land Trusts*, Sylvia Bates, for Maine Coast Heritage Trust, 2008  
<http://tlc.lta.org/library/documents/1621>

*Eight Dangers of Collaboration*, Nilofer Merchant, *Harvard Business Review*. 2011  
[http://blogs.hbr.org/cs/2011/12/eight\\_dangers\\_of\\_collaboration.html](http://blogs.hbr.org/cs/2011/12/eight_dangers_of_collaboration.html)

*Leading through Collaboration – The Story of the Maine Coast*, Amy Owlsey, Land Trust Exchange, Summer 2006. <http://tlc.lta.org/documents/4889/file>

### **Conservation Planning**

**Strategic Conservation Planning**, Land Trust Alliance - <http://tlc.lta.org/library/documents/2114>  
Strategic Conservation Planning will help you visualize a future for your community and chart a course to realize that vision. Because your actions today will determine the parks, working farms, forests and scenic landscapes your children and grandchildren will enjoy, it pays to be careful in how you use your resources to ensure you save the right land. Strategic Conservation Planning provides you with the process and tools to identify, prioritize, pursue and protect the land that will most effectively and efficiently achieve your conservation mission.

### **Forest Resource Data**

**Northeastern Forest Inventory and Analysis** - [www.fs.fed.us/ne/fia/states/index.html](http://www.fs.fed.us/ne/fia/states/index.html)  
Select a State to view the most recent detailed data for a State.

**Forests, Water and People**, Northeastern Area State and Private Forestry, USDA  
[http://www.na.fs.fed.us/watershed/fwp\\_preview.shtm](http://www.na.fs.fed.us/watershed/fwp_preview.shtm)

The Forests, Water and People analysis uses maps produced in a geographic information system (GIS) to highlight the connection between forests and the protection of surface drinking water quality. This connection of "forest to faucet" is of vital importance to people in the Northeast and Midwest. Forests are the crucial first barrier to protection of drinking water, and managing forests for source water protection is becoming more important as the population and water demand increase.

**Forest Action Plans**, All States <http://www.forestationplans.org/>

Learn about the Forest Action Plan in your state, with links to the full documents and contact information for your state forestry agency.

### **Working Forest Conservation Easements**

**An Update on Working Forest Conservation Easements: Flexibility Is Key**, Stephen Thorne, et al. Land Trust Exchange. Summer 2005. <http://tlc.lta.org/documents/4752/file>

**Ensuring Sustainable Forestry Through Working Forest Conservation Easements in the Northeast A Forest Guild Perspective**. Robert Perschel. Forest Guild. 2006  
[http://www.forestguild.org/publications/research/2006/Forest\\_Conservation\\_Easements\\_Forest\\_Guild.pdf](http://www.forestguild.org/publications/research/2006/Forest_Conservation_Easements_Forest_Guild.pdf)

**Drafting Guidelines for Working Forest Easements Funded by the Land for Maine's Future Program**. <http://www.maine.gov/doc/commissioner/lmf/docs/FinalForesteasementguidelinesV6.4.doc>

This document is intended as a resource to assist agency personnel and landowners, particularly in designing conservation easements that will permanently protect large forests from conversion to non-forest uses and development and assure their continuing availability for traditional public outdoor recreation. The guidelines offer provisions dealing with forest landowners' reserved rights to use the land for commercial forestry consistent with the protection of important conservation values.

## **Financing Conservation**

**Forest Legacy, A Land Trust's Guide** - [www.na.fs.fed.us/legacy/library/FLP\\_Partner\\_Guide.pdf](http://www.na.fs.fed.us/legacy/library/FLP_Partner_Guide.pdf)

This guide to the FLP offers a description of the application and acquisition process, from a land trust's perspective, as well as helpful tips for more effectively navigating each phase. Whether your land trust has a specific project in the works or simply wants to become more familiar with the FLP, this guide will explore the different roles that your organization can play within the FLP.

**USDA Community Forest Program** - [www.fs.fed.us/spf/coop/programs/loa/cfp.shtml](http://www.fs.fed.us/spf/coop/programs/loa/cfp.shtml)

The Community Forest Program is a grant program that authorizes the Forest Service to provide financial assistance to local governments, Tribal governments, and qualified nonprofit entities to establish community forests that provide continuing and accessible community benefits.

**National Community Forestry Service Center** – The Conservation Fund

<http://www.conservationfund.org/nationalcommunityforestryservicecenter>

The National Community Forestry Service Center promotes the local acquisition, ownership, management, and conservation of community-owned forests through the professional facilitation services and a network of US community forestry practitioners.

**Northeast Land Trust Consortium**, Pew Charitable Trusts.

[http://www.pewtrusts.org/our\\_work\\_detail.aspx?id=486](http://www.pewtrusts.org/our_work_detail.aspx?id=486)

The Pew Charitable Trusts launched the Northeast Land Trust Consortium (NLTC) in 2006 to engage conservation-minded individuals and institutions to help protect lands throughout the Northeast. Our strategy is focused and delivers results:

- IDENTIFY ecologically and culturally rich properties in transition
- RAISE land acquisition funds and match every \$5 in donor contributions with \$1 from our Seed Fund
- DEPLOY these resources to outstanding land trust partners who will buy and protect these vital tracts of land In our first year of operation, we collaborated with dozens of philanthropists and several local and regional land trusts to provide more than \$6 million in support of projects protecting nearly 400,000 acres of critical land in Maine, New Hampshire and Massachusetts.

## **Landowner Outreach and Working with Foresters**

**MassWoods** – Forest Conservation Program <http://masswoods.net/>

Among other resources, an interactive map on the home page provides a geographic search for contact information for land trusts, foresters, estate planning professionals, and conservation organizations working in Massachusetts towns. The site is designed for woodland owners in Massachusetts and the professionals who work in forestry and forest conservation, but it includes information about federal programs, estate planning and provides many resources that are not specific to Massachusetts.

**Your Land, Your Legacy. Deciding the Future of Your Land to Meet the Needs of You and Your Family.** Paul Catanzaro, et al. [http://masswoods.net/images/stories/pdf/ylyl\\_checklist.pdf](http://masswoods.net/images/stories/pdf/ylyl_checklist.pdf)

This easy to read pamphlet is intended for landowners who need some guidance for thinking about conservation options for their land.

**Tools for Engaging Landowners Effectively (TELE)** - [www.engaginglandowners.org](http://www.engaginglandowners.org)

This site will help you tailor your conversations to the knowledge level, values and style of the landowner you are trying to reach. It offers data and techniques to help you target your outreach activities to specific types of landowners. This will allow you to speak more meaningfully and persuasively to landowners, thus improving the outcomes of your outreach.

**Reaching out to Family Forest Owners: Enhancing Conservation and Stewardship of Private Forests** – Rally 2007 workshop - <http://tlc.lta.org/documents/1156/file>

This is a summary of the report, Family Forest Owners: An In-depth Profile, prepared by Roper Public Affairs and Media, a division of GfK Custom Research, for the Sustaining Family Forests Initiative. It is an early result of an ongoing effort to better understand the demography, attitudes, behaviors, and intentions of American family forest owners. Social marketing—the use of commercial marketing techniques to effect positive social change—is a promising means by which to influence family forest owners to practice stewardship of their land.

**Woodland Owners Network** – [www.woodlandownernetworks.ning.com](http://www.woodlandownernetworks.ning.com)

This network is all about natural resource learning networks. Most members are nonprofit network (e.g. landowner association) organizers, Extension educators, researchers, or agency staff.

**Ensuring Perpetual Stewardship of Conservation Easements**

**Conservation Easement Stewardship (Entire Book)**, Land Trust Alliance Standards and Practices Curriculum, 2008 <http://tlc.lta.org/documents/7063/file>

Are you prepared to care for your easements until the end of time? Let the Land Trust Alliance help you manage this critical responsibility. This course will give you an overview of how to monitor your easements and build long-term relationships with landowners (the key to long-term success with easements). You will learn the different methods for monitoring easements; how to select and implement the method that works best for your land trust; and how to use a baseline documentation report to protect the land. Note: Creating the baseline documentation report is part of “Conservation Easement Drafting and Documentation.” Easement amendments and enforcement are covered in “Managing Conservation Easements in Perpetuity.”

**Determining Stewardship Costs and Raising and Managing Dedicated Funds (Entire Book)**, Land Trust Alliance Standards and Practices Curriculum, 2008 <http://tlc.lta.org/documents/3163/file>

How much will it cost your land trust to manage a conservation easement for the long haul? Arriving at a realistic figure is tricky—but essential—if you are going to keep your promises. In this course you will learn how to calculate the full stewardship expenses of conservation easements and fee land transactions; present and/or anticipated future staff costs; potential enforcement/defense costs for conservation easement holdings; and any necessary legal or technical advice. This course will also discuss the various systems for the investment and management of financial assets and different types of dedicated funds (operations, land acquisition, stewardship, enforcement/defense, etc.).

**Sage Advisors - Stephen Thor Johnson** founded Sage Advisors in 2010. Sage specializes in design and management of complex conservation transactions, conservation easement stewardship, land planning, organizational development, finance, fundraising, and public policy. Sage Advisors assists New England Forestry Foundation in supporting Aggregation collaborative throughout New England.

Stephen served as executive director for two regional land trusts for over 15 years (Sudbury Valley Trustees, MA and Gallatin Valley Land Trust, MT). He has worked in commercial real estate managing permitting and financing for complex real estate transactions. He began his career with the Commonwealth of MA administering the Open Space Bond Programs and was instrumental in the creation the Protected Lands datalayer with MassGIS.

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