

2016 WORKSHOP & SEMINAR DESCRIPTIONS

As of 2/15/16 – check back regularly for updates

Option 1 (3 workshops) -- Choose 1 Workshop from each Session:
A: (10:00 – 11:30am); B: (12:45 – 2:15pm); and C: (2:30 – 4:00pm)

OR

Option 2 (1 workshop and 1 seminar) -- Choose 1 Workshop from Session A (10:00 – 11:30am) and 1 afternoon ½ day Seminar (12:45 – 4:00pm)

AND

**Attend a Humanities Track mini-workshop or schedule Office Hours
(4:00 – 4:45pm)**

WORKSHOP SESSION A: 10:00 – 11:30am

A.1 Making Your Voice Heard at the Municipal, State and Federal Level: Strategies & Tools to Win Land Battles and Stop Encroachments

All Levels

This workshop will provide an overview of high profile land battles (e.g., The Preserve, and currently, Plum Island and Oswegatchie Hills) and the strategies being deployed to win. We will review state laws which protect land from encroachment, destruction, pollution, impairment or over-development. We will address case studies, strategies for intervening and participating in public hearings (e.g., Planning & Zoning, Wetlands, CT DEEP), the use of petitions for public hearings, organizing an effective presentation, organizing groups and marshaling effective points. The session will engage the audience on issues and questions important to them and you will leave with a knowledge of the strategies for leveraging your position as an advocate or land holder to protect the natural resources you care about.

Keith Ainsworth, Managing Member, Law Offices of Keith R. Ainsworth, Esq., LLC

Roger Reynolds, Legal Director, Connecticut Fund for the Environment/Save the Sound

A.2 2016 State Policy Panel

All Levels

Join members of the Connecticut General Assembly for a facilitated panel discussion of the current status of the 2016 legislative session. There will be ample opportunity for you to provide input and ask questions regarding legislation and issues that are relevant to your work in land conservation and environmental protection.

Eric Hammerling, Executive Director, Connecticut Forest & Park Association (Facilitator)

Members, Connecticut General Assembly

A.3. Acquisitions Policies and Practices for Sound Transactions

All Levels

Ensuring that land and easement projects are appropriate and sound can strengthen conservation impact and protect your organization's property interests for the long term. A well-constructed acquisition policy and accompanying project checklist facilitates project selection, due diligence, board review, and thorough recordkeeping. Standardized correspondence with land and easement donors helps explain the acquisition process and each party's responsibilities, including those in connection with charitable deductions. This workshop will examine the elements of a comprehensive acquisition program consistent with Land Trust Standards & Practices, provide examples and templates for sharing institutional knowledge throughout the organization, and discuss substantive issues including title investigation and review of IRS Form 8283.

Connie Manes, Manes Consulting, Land Trust Alliance Northeast Circuit Rider

A.4 Value-Driven Strategic Mapping & Building Assemblages to Create Conservation Corridors

All Levels

The aim of this workshop is to help participants understand how to utilize strategic mapping to identify large-scale conservation projects, and how to translate those plans into landscape-scale conservation outcomes. The first part of this workshop will demonstrate how the use of a strategic conservation map can aid conservation planning at the large landscape scale, using the Fairfield County Regional Conservation Partnership (FCRCP) as a case study. During this presentation, we will explain how the strategies and datasets used in the FCRCP's mapping process can be applied to meet the goals of other land trusts and conservation organizations. The second part of this workshop will explore how to put large-scale conservation planning into practice on the ground, and build conservation assemblages that protect natural and cultural resources spanning multiple parcels. Through real world case studies, participants will learn about the challenges and opportunities in negotiating conservation transactions with multiple landowners, each of whom may have unique needs, desires, and motivations. Tools and techniques for achieving successful outcomes will be explored, together with potential pitfalls and workaround strategies.

Kelly Boling, Project Manager, Trust for Public Land

Mary Buchanan, Conservation Associate, Highstead

Donna Merrill, Member and past co-Coordinator, Fairfield County Regional Conservation Partnership

A.5 Management Planning for Land Trusts 101

Basic

The goal of this workshop is to introduce participants to the core elements of a management plan, thereby demonstrating how a well-crafted plan can elucidate land stewardship potential, and highlight where that potential complements land trust objectives. We will take time during this workshop to discuss the value and purpose of having policies and procedures in place to guide management plan development. Using the management plan template developed for CLCC's Land Trust Advancement Initiative, participants will learn how to adapt it to meet the needs of each represented organization. By the end, participants will understand the key components of a good management plan and how each plays a role in helping the land trust implement its vision for the property. Participants are also encouraged to attend workshop "Next Steps in Forest Stewardship: *Inspiring Management Action 201*" (Workshop B.4) to learn about how to move management plans to the implementation phase.

Shane Hetzler, Founder and Principal, Back Forty Forestry, LLC

Rebecca Washburn, Northeast Conservation Manager, Land Trust Alliance

A.6 Natural Resources Conservation Academy: Youth Conservation Projects that Benefit Local Environments

All Levels

UConn's Natural Resources Conservation Academy (NRCA) is an exciting program that has successfully partnered with over 50 Connecticut conservation organizations and municipalities to mentor high school students on conservation projects -- benefiting the student, their community, and the organization. NRCA conservation projects have resulted in a variety of positive outcomes, ranging from informational videos and field guides to construction of green infrastructure (e.g. rain gardens) to gathering baseline data necessary to guide management of Connecticut forests and freshwater. During this workshop, participants of all ages will learn how NRCA teaches high school students to tackle real-world environmental issues, partners with land trusts to mentor students on projects that benefit local environments and communities, and how all participants can become involved with NRCA.

Laura Cisneros, Coordinator, NRCA, Assistant Extension Educator, UConn Dept. of Natural Resources and Environment (NRE) (Facilitator)

Cary Chadwick, faculty, UConn Dept. of Extension, Geospatial Extension Educator, UConn Center for Land Use Education and Research (CLEAR)

Laurie Doss, Head of Science Dept., Kent Marvelwood School, Director, Kent Land Trust

John Volin, Head of the Department of NRE, Director, UConn Environmental Sciences Program.

Thomas Worthley, Associate Extension Professor, UConn Cooperative Extension Service and UConn Dept. of NRE

A.7 Community Conservation 101: Connecting People to the Land, to Each Other and to Your Mission

All Levels

How does your land trust connect with a broader constituency in your community so that you can ensure that people will care about conservation, and your land trust, for generations? What are some creative programs that all-volunteer and small land trusts can offer in the community that go beyond the traditional hikes on land trust preserves? Join us for an introduction to community conservation – an approach to land conservation that uses the strengths of the land trust to respond to needs expressed by people in the community. Bring your ideas, examples and stories to share.

Lori Paradis Brant, Executive Director, Steep Rock Association

Amy Blaymore Paterson, Executive Director, Connecticut Land Conservation Council

Syma A. Ebbin, Ph.D., Associate Professor in Residence, Dept. of Agricultural and Resource Economics

Avery Point Campus, UConn

Beth Sullivan, Avalonia Land Conservancy

Land Trust Representatives, TBA

A.8 Building Community Support: Cheap & Easy Tips and Tools for Creating Compelling Visual Communications

All Levels

You know how important communications is to your fundraising effort. You've heard that you need to increase your visuals to make a lasting impact and raise more support. But how can you do that when your land trust is all-volunteer or doesn't have a big budget for communications? We will go over a simple strategy for using visuals in e-news and social media, as well as postcards with some related examples. Then we will explore how to use a variety of simple, free and/or low-cost tools such as Pic Stitch, Pic Money, PicLab, PowerPoint, and Canva to create visuals for social media and print outreach. Bring your laptop or tablet so you can practice (with a handful of photos loaded on it) and create examples during the session. If you don't have a laptop or tablet, come anyway. All you need is a desire to learn—these tools are easy, and fast, to use.

Judy Anderson, Principal, Community Consultants

A.9 Unmanned Aerial Vehicles: Aircraft and Applications for Land Trusts

All Levels

This session explores the application of Unmanned Aerial Vehicles (UAVs) in the stewardship work of land trusts. Small, commercially available UAVs such as multi-rotors and RC airplanes equipped with intelligent flight controllers can carry high-resolution cameras for use in photo documentation, first-person viewing (FPV), and mapping for inspection, management, and scientific work. This emerging technology has the potential to change the way we understand and manage our lands. The session will introduce the machines and their support equipment and explore the varied real-world applications of UAVs in land trust work.

Harry White, Ecologist/Conservation Director, Cornwall Conservation Trust (CCT), Salisbury Association Land Trust (SLT), and Sharon Land Trust

David Emond, Ecological Technician, CCT, SLT

A.10 Reputation Management: Protect Your Land Trust's Brand

All Levels

At any time, one of the following may occur at your land trust. Will you be able to manage the potential fall-out and protect your organization's reputation – and its brand? How you communicate and how you prepare in advance can make the difference in whether your land trust is lauded for the way it has handled these issues, or faces years rebuilding trust and your reputation. 1) A beloved leader – President or Founder - has decided to step down and people are concerned about the impact; 2) You are engaged in a dispute with an abutter to one of your properties and it is about to hit the newspaper; 3) Your board has approved construction of a new visitor's center which will include attractive new meeting facilities available to the board. A local reporter has heard about the plans and is raising questions about whether it is the best use of your funds; 4) A Board member has embezzled the funds set aside for stewardship and is being prosecuted and the blowback to your land trust could be considerable; or 5) There has been a catastrophic fire (ice storm, hurricane, tornado) that has damaged or destroyed acres of valuable land and to protect the conservation values could cost tens or even hundreds of thousands dollars and last a generation.

In this workshop you will learn how to prepare a crisis plan before the crisis happens and what you should do first. Geared towards staff and board members of all levels, you will learn how to create stability and how to implement the crisis communications plan. In this process, learning to close ranks and select a spokesperson to handle all of your crisis situations will be key in streamlining your communications and creating key messages. You will learn how to use the media to your advantage and take part in evaluating real-life case studies and testing your own media skills. Understand how to act decisively and instill confidence even in the most difficult circumstances.

Sharon Danosky, President, Danosky & Associates

Peter Roche, Consultant, Danosky & Associates

A.11 Can you Find the Right Insurance at the Right Price?

Intermediate

Do you have too much or too little insurance? Having the right insurance is a key part of good risk management for land trusts. Terrafirma insurance helps cover threats to the permanence of conservation properties, but there are many other types of insurance you may need. We will present real life stories of how insurance plays into all land trust activities. Do you own land or buildings? Is your board covered against hostile legal actions? What about volunteer owned vehicles used for work? We will cover basic types of insurance a land trust may need as well as some that may be unique to land trusts; the basics of insurance terms and coverage; and how and when to purchase insurance coverage.

Leslie Ratley-Beach, Conservation Defense Director, Land Trust Alliance, Vice-President, Alliance Risk Management Services

Rick Doran, President, Great Meadows Conservation Trust

Larry Lunden, Director, Great Meadows Conservation Trust

Ray Lyons, Conservation Attorney

A.12 What All New Land Trust Board Members Need to Know

Basic

New to the board? Feeling a bit mystified by the arcane language of land conservation and terms like “baselines,” “Form 8283,” and “exempt status”? Or have you been serving awhile and need a refresher on the basics? Then this workshop is for you! We will cover essential concepts in nonprofit governance and legal compliance, acquiring land and conservation easements, and stewardship. Participants will receive a copy of “Protecting What Matters,” the instructor’s guide for beginning board members.

Henrietta Jordan, Principal, Trailmarker Consulting

A.13 Leadership Succession Planning

All Levels

Is your land trust a permanent organization? What will the Board of Directors 20 years from now look like? Will they be able to pick up where you leave off? Will they be able to find things? Reconstruct the history? Defend the conservation interests you have protected? What about 50 years from now? 100 years from now? This workshop looks at a systems approach to transitions in board leadership. We’ll look at how board leaders are recruited, engaged, and prepared for leadership. We’ll consider qualities of leadership, and we’ll make distinctions between board leaders and staff leaders - all through the lens of becoming a permanent organization. This workshop includes BASIC material presented in a nuts-and-bolts, easy to understand way. It is for both executive staff and Board volunteers and is appropriate for all levels of experience.

David Allen, Partner, Conservation Consulting Group

A.14 Create a Compelling and Effective Case Statement

All Levels

In this workshop, board members, staff, and volunteers of land trusts will learn the basics of mission development and articulation, the dynamics of organizational evaluation and community positioning, and the posts and beams of creating a motivating and effective case statement for use as an “identity” piece for their organization.

Thomas Curren, Consultant

(continued next page)

WORKSHOP SESSION B: 12:45 – 2:15pm

B.1 Balancing Public Access with Land Protection

Basic

When should we limit public access? When is it illegal to do so? What's our risk of liability for allowing public access on our land trust or town land? What about signage? Do our trails have to be wheelchair accessible? When it comes to balancing public access with land protection, there always seem to be more questions than answers! In this workshop, we'll delve into some of the questions that arise when providing access for those with disabilities (and their families and friends) and managing and prohibiting hunting and access to people with wheelchairs, dogs, horses, mountain bikes, snowmobiles, and ATVs. Half of the workshop will be reserved for questions and comments from the audience. We want to hear from you – all of you.

Ray Lyons, Conservation Attorney

Beth Critton, Attorney, Shipman & Goodwin

Leslie Ratley-Beach, Conservation Defense Director, Land Trust Alliance

Lisa Brodli, Aspetuck Land Trust

B.2 State Plan Smorgasbord 2016: Implementing State Plans to Ensure Conservation for Future Generations

All Levels

Last year, we offered the appetizer: a sampler of new and draft state plans that may be relevant and helpful to your conservation work. This year, we'll focus on three choices for the main course! At CLCC's State Plan Smorgasbord II, experts from DEEP will illustrate how conservation partners, academic institutions, and the public can take the next step in their conservation work by implementing the State Comprehensive Open Space Strategy (aka Green Plan), State Wildlife Action Plan, State Public Use and Benefit Registry, and State Forest Management Plan. Exhibits for each plan will be on display with plenty of information to take home. And for dessert? Save some room for information and questions!

Margot Burns, Environmental Planner, Lower CT River Council of Governments (Facilitator)

Graham Stevens and Jamie Sydoriak, CT DEEP Office of Constituent Affairs/Land Management

Jenny Dickson, CT DEEP Wildlife Division

Christopher Martin, CT DEEP Division of Forestry

B.3 Planning for Climate Change in Connecticut's Coastal Areas

All Levels

To effectively evaluate coastal marsh conservation and management opportunities through the lens of climate change, a basic understanding of the science of climate change, saltmarsh ecology and the models used to predict the CT coast's response to climate change, especially sea level rise (SLR) is needed. This presentation will describe how salt marshes respond to a rising sea, those marshes most and least resilient to sea level rise, the factors leading to such change and the benefits and uncertainties associated with using computer models for conservation planning. Land trust conservation planning and management committees, as well as municipal land use planning commission staff and volunteers, will most benefit from this workshop which will include a live demonstration of the EPA Long Island Sound's SLR Affecting Marshes (SLAMM) marsh conservation planning tool.

David Kozak, Senior Coastal Planner, CT DEEP

Rebecca French, Director of Community Engagement, CT Institute for Resilience and Climate Adaptation (CIRCA)

B.4 Next Steps in Forest Stewardship: *Inspiring Management Action 201*

Intermediate/Advanced

Your organization has successfully protected some land from development and contributed to open space assets in your community. What's next? This session will build on the foundational themes presented in "Management Planning for Land Trusts 101" to further participant understanding of what makes a successful forest stewardship/management program. We'll look beyond basic "stewardship" and examine what it means to actively manage woodland parcels to bring about improvements like enhancing biodiversity, wildlife habitats, educational opportunities, economic potential, research, and recreation. We will present case studies from land trusts and municipal landowners, discuss key players

and roles, and present some questions to ask and ideas to incorporate when considering the opportunities, implications, and potential challenges of active management.

Thomas Worthley, Associate Extension Professor, UConn Cooperative Extension Service and UConn Dept. of NRE

Eric Hansen, Managing Partner, Ferrucci & Walicki, LLC

Shane Hetzler, Founder and Principal, Back Forty Forestry, LLC

B.5 A Stewardship Manual for Volunteers

Intermediate

With funding from a Land Trust Alliance Excellence Grant, Weantinoge Heritage Land Trust wrote a Volunteer Stewardship Manual for Naromi Land Trust and trained Naromi board and volunteers on its use. In this workshop, Weantinoge, Naromi, and partners will walk participants through the manual, the training, and success using the manual to date. Copies of the manual will be handed out to participants. The manual is written as a reference and "how to" guide for volunteers and volunteer coordinators on monitoring conservation easements, monitoring fee properties, and preserve management. The manual includes instructions on what to document and how, safety, and some do's and don'ts. We will also discuss the training for Naromi volunteers and board members, as well as Naromi's success with use and implementation of the manual and volunteer monitoring program.

Paul Elconin, Director of Land Conservation, Weantinoge Heritage Land Trust

Marge Josephson, President, Naromi Land Trust

Rebecca Washburn, Northeast Conservation Manager, Land Trust Alliance

B.6 Cheap & Easy Mobile Mapping Tools for Conservation Applications

Basic

This session will highlight mapping apps that are cool, cheap, simple, and very useful. Armed with these apps and a mobile device anyone with pocket money and maybe a little geospatial skill (or at least not afraid to play around) can (1) digitize any paper map, (2) collect tracks and waypoint data, (3) create custom forms for mobile data collection, and (4) create custom web maps. The session will include demonstrations of various apps and will focus on how they can be used to delineate and display trail networks, monitor property boundaries and inventory the locations of features such as invasive plants, wetlands and sensitive habitats. Audience for this talk is everyone, particularly those who may be collecting field data or using maps and forms. Presentation will include live demos of easy mobile data collection apps for iOS and Android devices.

Cary Chadwick and Dave Dickson, Geospatial Extension Educators, UConn CLEAR

B.7 Engaging our Entire Community: Diversity for Land Trusts

All Levels

Many of us are concerned that at too many of our land trust events and meetings, everyone looks the same, and does not reflect the range of ages, ethnicities, or occupations in our communities. How can we interest a broader diversity of people to advance our conservation work? Join us for a thought-provoking discussion and learn and share how to use social media, different types of events and projects, and other means to attract a more diverse range of people and their creativities, skills, and networks to help us grow our local groups and the conservation movement.

David Sutherland, Director of Government Relations, The Nature Conservancy Connecticut Chapter (Facilitator)

Andrew Benson, Digital Marketing Specialist, The Nature Conservancy

Vikki Reski, Treasurer, Wintonbury Land Trust

B. 8 Drama on the Board: Three Case Studies

All Levels

While passion for the mission is an admirable trait, sometimes it can get the better of us, especially when opinions differ or the situation is a difficult one. This engaging session asks participants to be the advisors and problem solvers for three case studies, and then derives some practical guidelines for all boards to keep the passion productive.

Jane Zirlis, Principal, JVZ Consulting, LLC

B.9 Standards & Practices Revisions: Your Input Wanted!

All Levels

The Land Trust Alliance is leading a collaborative process to revise Land Trust Standards and Practices to reflect changes in the legal and operational environment of the land trust community over the last decade and to provide alignment with the Land Trust Accreditation Program, TerraFirma and the wide array of resources supporting best practices for land trusts. This session will discuss the background and approach to the S&P revisions process and collect high-level feedback on an initial draft, which will supplement a detailed online input process. Participants are encouraged to download the S&P Discussion Draft from the Alliance website in advance.

Connie Manes, as Land Trust Alliance Circuit Rider

B.10 Create a Basic Capital Campaign Plan – Today!

Intermediate

Attention land trust volunteers or staff who are charged with running a capital campaign! Do you need to raise hundreds of thousands of dollars for that next beautiful parcel, but don't know where to start? Need a plan to get those funds? Come with your need to raise major gifts and organizational skills and leave with a basic Campaign Plan. Best to attend with more than one person from your land trust, but one is fine. During the workshop, under Sarah's guidance, you will write your plan outline and partially fill it in. Lap tops would be helpful, but pen and paper will work too.

Sarah Shrewsbury, Principal, Vineyard Consulting

WORKSHOP SESSION C: 2:30 – 4:00pm

C.1 We Bought the Farm. Now what?

All Levels

Does this sound familiar? A beautiful farm is at risk of development. Your land trust and/or town swoop in and save the farm. Everyone is relieved and there is much excitement around the land's potential for a number of uses including active agriculture, wildlife management and community programming. But there is so much work to be done to manage and restore the property and no one is quite sure where and how to start! In this workshop, you'll learn from experts about what specific planning and outreach is needed for these projects as well as an understanding of the equipment and techniques needed to be successful. Participants will, through specific examples and case studies, gain the information needed to select a contractor with the right skills and equipment, use proper techniques and conservation practices, manage a project, and successfully complete restoration. Programs for funding and supporting technical assistance will also be shared.

Kip Kolesinskas, Consulting Conservation Scientist, CT Dept of Agriculture

Wayne Woodard, Preserve Manager, Sunny Valley Preserve, The Nature Conservancy

Lisa Wahle, Wildlife Management Specialist, CT DEEP

C.2 Complex Stewardship Challenges? Tackle Them with Creative Partnerships

All Levels

In this interactive workshop, participants will hear up to three case studies and brainstorm ideas of their own on ways to develop partnerships designed to address multiple fee land management problems while supporting partners' common values and goals. Specific objectives are to identify stewardship challenges and learn about how to reframe them as potential opportunities for partnerships that yield mutually beneficial solutions. We will also discuss MOUs, clarifying roles, publicity, and sharing volunteers, among other topics.

Rebecca McKay Steinberg, Assistant Director of Land Conservation, Weantinoge Heritage Land Trust

Robert Simmons, Chief Hydrogeologist, HRP Associates, Board Member, Northeastern Cave Conservancy

Kathy Wandelmaier, Vice-President, Brookfield Open Space Legacy, Inc.

C.3 Conservation Easement Amendment Clauses, Charitable Giving Across State Lines, and Other Hot Topics Intermediate/Advanced

An annual favorite! Bring your questions! Better yet, bring your land trust's attorney! This interactive session will give you a chance to address some of your land trust's more nuanced and thorny issues to a group of experienced conservation attorneys. Hot topics include: (1) Now that it is permanent (hooray!), what should we be telling landowners about the Enhanced Conservation Easement Tax Incentive?; (2) In light of the IRS's recent statements, should we include an amendment clause in our conservation easements?; (3) Is it okay to ask for contributions from donors who live out of state?; (4) We need advice on real property tax assessments, enforcement and violations, site contamination: and (5) your pressing questions!

Linda P. Francois, Partner, Cooper, Whitney, Cochran & Francois (Facilitator)

Keith Ainsworth, Managing Member, Law Offices of Keith R. Ainsworth, Esq., LLC

Ray Lyons, Conservation Attorney

Leslie Ratley-Beach, Conservation Defense Director, Land Trust Alliance

C.4 Land Conservation as a Strategy for Community Resilience

Basic

Land conservation is being used across the country, and globe, as a strategy to help communities adapt to a changing climate and become more resilient. From wetlands protection for flood mitigation, to salt marsh mapping and preserving forests for carbon sequestration, land conservation is a strategy every community should have in its resiliency toolbox. Three resiliency experts, two scientists and one planner, will present the science behind land conservation as a resiliency strategy, specific examples from Connecticut communities, and tips for effectively coordinating with others to achieve community goals.

Gillian Davies, Senior Wetland Scientist, BSC Group

Angela Vincent, Senior Resiliency Planner, BSC Group

Adam Whelchel, Director of Science, The Nature Conservancy

C.5 Backfill Your Backlog: Building Basic Management Plans

All Levels

Management plans are essential to the sustained protection of land trust properties, no matter how small. A management plan identifies a property's conservation values and resources that are to be protected and promoted, determines what actions the owner-organization will take or avoid, and outlines how to accomplish those actions. Ideally, management plans are created during project planning, as part of the acquisition process. But what about projects completed long ago? How should organizations proceed if properties they acquired in the past have no management plans? And what if they're preparing to enroll in TerraFirma or apply for Land Trust Accreditation – programs in which management plans are prerequisite? This workshop provides an opportunity to “work while you learn”. Bring three project files and leave with three basic management plans, sufficient to meet TerraFirma and Accreditation requirements. Create a schedule to close your backlog, and discuss how management plans can be used and expanded to guide stewardship activities going forward.

Connie Manes, Manes Consulting, Land Trust Alliance Northeast Circuit Rider

C.6 Documenting High Quality Streams in Your Protected Lands

All Levels

Are you ready to get your hands wet? This workshop will include an overview of the State water quality assessment process followed by a review of the Riffle Bioassessment by Volunteers Program. After an overview presentation, including video testimonial from a local conservation commission and demonstration of an interactive online mapping tool showing 2014 and 2015 program results, participants will engage in a hands-on exercise (e.g. exploration of macroinvertebrate specimens) to assess water quality. The workshop will conclude with a panelist of peers to allow for Q&A regarding program. At the conclusion of the workshop participants will be familiar with the State water quality assessment process, learn how they can use the RBV program to assess the water quality of streams within their land holdings, and understand the legal and social benefits of using RBV to develop a local high quality stream inventory.

Meghan Lally, Environmental Analyst, CT DEEP Bureau of Land Protection & Water Reuse

Laurie Doss, Director, Kent Land Trust, Chair, The Marvelwood School Science Department

Mike Jastremski, Connecticut Water Protection Manager, Housatonic Valley Association

Rod Parlee, Chairman, Town of Bolton Conservation Commission, Board of Directors (Tolland County Regional, Representative), Connecticut Association of Conservation and Inland Wetlands Commission
Jean Pillo, Vice Chair, Town of Woodstock Conservation Commission, Watershed Conservation Project Manager, Eastern Connecticut Conservation District, Water Quality Monitoring Program Coordinator, The Last Green Valley

C.7 Low-Cost Technology Solutions to Help Manage Your Organization

Basic

Many all-volunteer or lightly staffed land trust boards lag in reaching their audiences because they lack skills to use different technologies to connect with membership, the public, government officials, and so on, in a timely manner or in a manner that does not adequately convey their brand. This workshop will present basic technologies available for low or no cost that board members may use to manage their organization. Topics covered include: creating organization stationery on your desktop printer; creating customized letters, labels, and emails using Microsoft Office products; creating an organizational email footprint; understanding document storage options; planning and implementing a cost-effective data management tool to support communication; and more!

Gail Kalison Reynolds, UConn Extension, Haddam Land Trust
Judith Dobai, President, Farrell & Farrell Consulting Services

C.8 Building and Managing a Budget – the ABC’s

All Levels

This workshop will provide you with an understanding of how to build your budget from the bottom up -- starting with a look at all sources of income, and ending with a budget that is approved by everyone. We will cover managing that budget through the use of dashboards that are easy and functional -- providing the board with exactly what they need in a concise easily understandable format. You will get an understanding of your 990 and the requirements of filing and providing accurate information. Essentially you will learn to format your budget for ease of reporting on your 990.

Christine Lent, Consultant, CPA, Danosky & Associates, LLC

C.9 First-Time Accreditation: Preparing for the Journey

All levels

Learn from a representative of the Land Trust Accreditation Commission - as well as your land trust peers who have been through it - about the program and process of Land Trust Accreditation. Representatives from several Connecticut land trusts will discuss the steps they took in preparing to apply, their experiences with the accreditation application, and the benefits of having achieved accredited status. Compare notes on each trust’s individual journey. Get answers related to the estimated costs and work hours required. And, find out how to be successful in the process.

Greg Good, Land Trust Accreditation Commission
Andy George, President, Colchester Land Trust
Rebecca Neary, The Warren Land Trust
Catherine Rawson, Weantinoge Heritage Land Trust

C.10 Estate Planning, Charitable Gift Annuities & Other Creative Financial Planning for Land Trusts

All Levels

Whether your goal is to create a planned giving campaign, discover ways to leave a legacy, or to broaden your charitable planning efforts, this workshop will have something to offer. The experienced panelists will provide potential donors and conservation organizations with the tools to better understand the options available to them. The information will be presented in a clear and concise manner that will help to get the conversation started. Topics to be covered range from outright gifts of cash or stocks, to charitable gift annuities. Attendees should feel free to ask the panel any questions that they may have.

Vincent A. Liberti, Jr., Partner, Chair of Business Succession Planning and Estate Planning and Probate Practice Groups, Halloran & Sage
Margaret E. St. John, Attorney, Withers Bergman
Drew M. T. Iacovazzi, Financial Planner, Lindberg & Ripple
Land Trust Representatives TBA

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AFTERNOON SEMINARS (12:45 – 4:00pm, including breaks)

S.1 Designing your Public Land to Inspire More People: Ambassador Landscape Tips, Strategies and Examples All levels (Space is limited to 30 participants)

Your land trust owns a 2 acre parcel surrounded by houses as part of a subdivision set-aside. Now what? Has your land trust grappled with what to do with a property that doesn't seem to have a lot of conservation value? Maybe you have a property that folks don't seem to appreciate? Perhaps you've wondered how your land trust can inspire more people, ensure that future generations care about the land like you do, connect with new partners, and increase your organizational support?

Ambassador lands might be an approach. Designed to connect people to the land, and people to people, Ambassador lands can be created from lands you already own, as well as new projects. In this interactive seminar we will review the overall strategies and concepts behind the Ambassador idea including how other land trusts are using this tool, the positive impact on their organization's community relevance, and what properties might work best, including those in urban, suburban and rural communities.

We will also provide tips for success using three case studies of typical land trust properties that might be converted to an Ambassador land (small parcel from a development set-aside, an existing wooded nature preserve, and a parcel that contains open fields, water, and woodlands/wetlands). You will either have time to work through one of these examples or, if you bring materials, could develop concepts for one or more of your lands that you own.

NOTE: If you want to try this concept out on one of your own parcels, please bring: an aerial photo of your overall service area that depicts public lands; an aerial photo of a property you want to focus on that includes neighboring parcels to convey context (large enough that you can draw on it), a topo map with the boundaries on it, photos of any current improvements (benches, foot bridges, parking areas, kiosks, signage, trails—it is OK if there are none, or few), photos of what you consider to be focal points/important features as seen from the ground. Judy will provide coaching on possible suggestions, as we work on brainstorming together to create different concepts for implementation as an Ambassador Landscape.

Judy Anderson, Principal, Community Consultants

S.2 Fundraising that Matters

All Levels

Effective, sustainable, built-for-the-long-haul organizations are continually engaged in annual gift, major gift, and planned gift fundraising, yet grant-writing, events, and membership systems are urgent and time intensive. As a result, major gift fundraising – building and sustaining relationships with individual donors – is too often left undone. This is a crash course in major gift fundraising beginning with understanding motivations behind major gift decisions. Participants will learn where major gift development should fit in a well-rounded fundraising program, how to find major gift prospects, how to think creatively about and plan for cultivation activities, and the differing roles of staff and Board. This workshop includes BASIC material presented in a nuts-and-bolts, easy to understand way. It is for both fund development staff and Board volunteers and is appropriate for all levels of fundraising experience.

David Allen, Principal, Development for Conservation

S.3 Nuts and Bolts of Land Conservation Transactions

Basic

Whether its farmland, forest or coastal access, skills in land transactions are essential to execute a successful conservation project. Learn the basics of land transactions from project selection through the closing event. Workshop participants will learn about project selection, landowner negotiations, creating and executing a successful funding plan, due diligence, and community outreach. Best practices will be shared for the following:

- Creating a project vision
- Conducting successful negotiations
- Successful fundraising plans and skills

- Media campaigns for fundraising and outreach
- Closing on the land transaction
- Getting a start on stewardship

This introductory level seminar is perfect for staff, volunteers and board members involved in land protection projects.

Alicia Sullivan, Connecticut State Director, Trust for Public Land

Kelly Boling, Project Manager, Trust for Public Land

Sue Sutherland, Avalonia Land Conservancy; Greenway Land Trust of Southeastern Connecticut

Optional Lunch Time Presentation (30 minutes)

Should Connecticut Shut Down Its Fish Hatcheries?

Presented by students from the Suffield High School Regional Agriscience Program

Each year, students from the Agricultural Issues Forum CDE (Career Development Event) team present a debatable agricultural topic to various community groups and organizations. Several students will argue on the Pro side and the other students will argue for the Con viewpoint. These students are hoping to win at the state level in June and compete at the National FFA Convention in November of 2016. This year the students have created a presentation to debate the topic of keeping state-funded fish hatcheries open in Connecticut. For the past several years the state government has debated whether or not to shut down one of the hatcheries, which raise trout, salmon and other species of fish. These hatcheries provide fish to be released into Connecticut waters to supplement natural populations, enhance the experience of recreational fishermen, provide jobs in the aquaculture industry and support projects related to fish embryology in CT classrooms. However, these hatcheries are also expensive, the fish are threatened by predators, the facilities produce wastewater and population increase programs have failed in the past. Should these hatcheries continue to be supported by the state?

CDE Team Members: Aran Gillette, Sydney LaFrance, Lizbeth Serrano, Lily Fleming and Halie Shea.

HUMANITIES TRACK (4:00 – 4:45pm)

H.1 Environmental Song Circle

All Levels

Music can be a great way to communicate much about the environment. Whether you are trying to convince someone, describing a scene, or telling a story -- songs about the environment, usually can be shared. We will go around the circle and take turns sharing our song(s) and having others follow along. Funny, thoughtful, descriptive; bring a song or two or three and share and remember that . . . music brings people together. Bring: An acoustic instrument; approximately 10 lead sheets (words and chords on paper) if you want people to easily follow along; knowledge of the song you would like to share; and a music stand for lead sheets if you have one.

Jeff Perkins, Member, Natchaug Jam

H.2 Return of the Native

All Levels

Half the people of the US live in regions where mountain lions are found in great numbers. Western state wildlife agencies are able to successfully manage pumas along with bear, coyotes, wolves, elk and deer in a variety of habitats. Why can't Connecticut Yankees? This discussion on mountain lions in the East will provide you with a general background on mountain lions including ecology of the species, human interaction and the extinction controversy. We'll talk about why New Englanders should celebrate the return of this predator to our environment and why agencies should endeavor to protect nature's perfect predator for the benefit succeeding generations.

William Betty, Cougars of the Valley, Punchbowl Puma Posse

Dr. Gerald H. Krause Professor Emeritus University of Rhode Island

H.3 Butterflies in my Backyard

All Levels

Join lepidopterist Victor DeMasi as he takes you for a sunny day walk through his butterfly meadow in Redding and view some of the rare and common species he has seen there in 40 years of stewardship. Victor will explain life histories of some of our species and how a butterfly garden promotes a diversity of aurelian beauties. Topics of discussion include butterflies in our changing environment with issues such as climate change and invasive plant species, the complex demise of the Monarch Butterfly, and the biology of the Tiger swallowtail, one of our spectacular butterflies. An impressive display of specimens from the Yale Peabody Museum of Natural History will be on display.

Victor DeMasi, Redding Wetland Conservation Officer, Research Affiliate, Yale Peabody Museum of Natural History

H.4 Joy of (Land Trust) Cooking

All Levels

The fact that invasive species of plants are widespread and a major threat to native ecosystems is well known, but a lesser known fact is that some of those plants are edible and delicious! Join The 3 Foragers in discovering ways of increasing awareness and combating the spread of invasive species by using our appetites as an innovative weapon, attempting to control invasive plants one bite at a time. The 3 Foragers have been blogging about their wild food adventures in Connecticut for nearly ten years, sharing their photos and recipes online.

The 3 Foragers: Karen, Robert and Gillian Monger

H.5 Build Membership and Support with Effective Video Communications

All Levels

Using a 15 minute documentary video on Lyme and its Land Trust, produced for PBS by Visionaries and hosted by actor Sam Waterston, we will discuss and demonstrate how a documentary video can be professionally produced and how it can be used to effectively engage the entire community and bolster membership. Important to the success of a video is a clear set of objectives, followed by a careful selection of topics, and an interesting cross section of people to be interviewed. Professional photographers can be hired, but only the Land Trust can supply the story they wish to tell. Learn about their experience and what it would take to make a video to promote your land trust's work.

George Moore, Executive Director, Lyme Land Conservation Trust

Paul Rochford, President, Burlington Land Trust, Principal, Paul Rochford Video Productions

Office Hours & Funders' Fair

(4:00 – 4:45pm and throughout the day by appointment)

Office Hours and Funders' Fair

Schedule an appointment or visit a booth to talk with experts on the following topics:

- **Funders' Fair** – experts from CT DEEP, Dept. of Agriculture, NRCS, Corps of Engineers/Audubon CT Fee-In-Lieu of Program, and the Conservation Fund will provide information and answer your questions about conservation funding programs. **(No appointment necessary)**
- **Accreditation** – meet with Land Trust Accreditation Commission staff Greg Good in private conversation to learn more about the land trust accreditation program. **(Contact Connie Manes: connie@manes-consulting.com)**
- **Terrafirma** – Who better to answer your questions about your land trust's insurance needs than Leslie Ratley-Beach, who coordinates the delivery of Terrafirma services to the land trust insured owners, as Vice-President of Alliance Risk Management Services? **(Contact Connie Manes: connie@manes-consulting.com)**
- **Land Trust Advocacy Ambassadors** – CLCC Policy & Advocacy Committee members and conservation advocates will have information on 2016 conservation and environmental policy initiatives and tell you how you and your land trust can get involved (yes ... it's okay to lobby!) to help get these important bills across the finish line. **(No appointment necessary)**
- **Land Planning for Farmers & Land Trusts** – Farmland access and transfer are top challenges for farmers. Talk with experts including consultant Kip Kolesinskas and Land for Good staff, Kathy Ruhf and Rachel Murray, about how your land trust can play a critical role in making land available, affordable and secure, and in farmland transition. **(Contact Rachel Murray: rachel@landforgood.org)**

- **Controlling Invasive Plants** – Invasives plant guru, Todd Mervosh, General Manager, TM Agricultural & Ecological Services, LLC, will be on hand to trouble-shoot and provide valuable information about managing non-native invasive shrubs and vines. Bring photos! **(Contact Todd Mervosh: tmervosh@att.net)**