



## Maryland Land Trust Alliance Land Conservation Conference 2011

May 13 and 14, 2011  
Conference Center at Sheppard Pratt, Towson

Expanded and spread over two days, the Land Conservation Conference 2011 will provide sessions on land trust management, emerging trends of climate change and new restoration opportunities for landowners, bridging land and historic preservation, new partnerships in land conservation and strengthening your land trust.

### Highlights:

**Workshops and tours** – see schedule for Friday and Saturday.

#### **The Soulful Landscape**

Uncover stories of place and belonging with creative ways to connect people, place and community. **Friday** morning with **Erica Wheeler**. Rekindle your passion for inspiring and engaging others in our work through writing and arts.

Particularly well suited for land trusts and other conservation organizations, as her art is intimately tied to the landscape and the sense of identity people derive from their surroundings.  
*Leigh Youngblood, Executive Director,  
Mount Grace Land Trust, MA*

#### **First Annual Board Member Congress**

Join us on **Saturday** for an extended opportunity to meet with other board members, share experiences and our **Keynote Speaker – Nick Dilks of the Chesapeake Conservancy**. The recent report between the Chesapeake Bay Commission and the Chesapeake Conservancy, *Conserving Chesapeake Landscapes*, set out to promote and accelerate the progress being made to preserve the Bay's lands.

## Land Conservation Celebration, Awards and Luncheon

Bring your family members on Saturday for an informal celebration of land conservation success on a journey through the American landscape with music and song, celebrate land conservation achievements and enjoy an informal luncheon. Join us for this finale event regardless if you attend the conference.

*Add'l tickets \$20.00*



Erica Wheeler takes listeners on an unforgettable ride through the American landscape and the lives lived there, exploring the relationships between people and place, and restoring a sense of connection that is deeply needed in our world today. Part lecture and part performance, this inspiring, thought-provoking program uses songs, stories and humor to transport the audience. The listener experiences a complete arc that begins with gratitude and appreciation, moves through loss and change, and ends with jubilation. Her message of personal connection to place and its role in land stewardship is emphasized throughout.

### About the Center

Surrounded by 100 acres of beautifully landscaped grounds, the Conference Center is conveniently located in Towson, Maryland, just 2 & 1/2 miles south of the Baltimore Beltway, and 50 miles north of Washington, D.C. Free parking and ample handicapped spaces with easy access to the building. Nearby hotels offer special rates for participants using our conference facilities.



<b>Conference Registration Fee (May 13 and 14)</b>	<b>\$70.00</b>
Includes all workshops, Board Member Congress and Land Conservation Celebration	
Friday May 13 Workshops and Tours	\$50.00
Saturday May 14 Board member Congress/Workshops/Celebration	\$45.00
Land Conservation Celebration only, Saturday May 14 <sup>th</sup> (Additional tickets may be purchased for Celebration Event)	\$20.00

Join us for an informal gathering on the evening of Friday May 13<sup>th</sup> - express interest via the conference registration form to be added to the group list to make arrangements.

# The Soulful Landscape

CONSERVATION ORGANIZATION PROGRAMS AND EVENTS



## be Soulful Landscape Staff Workshop

When we can articulate what it is we deeply love about a place and why, we're able to inspire that same kind of passion in others.

Whether participants consider themselves writers or not, this workshop will shift the way they think and feel about themselves and the places that have meaning in their lives. It will give them the tools and inspiration they need to find and express their stories of place and recharge their lives by restoring a part of them that has been deeply affected by those places.

## Why a Soulful Landscape Workshop?

- Teaches an integrative writing skill that connects people and place
- Tools to develop ideas into writings for professional and personal use
- Rekindles one's passion for connecting people and place
- Explores the role of the arts in land stewardship

## Workshop Overview

The workshop begins with inspiration for the creative writer within, in the form of a "place-based" presentation of songs, stories, poems, and visual arts. Participants are encouraged to see the connection between themselves and the places that have meaning in their lives. Erica then guides everyone through a series of writing exercises designed to uncover their stories of connection. Opportunities for group sharing and instructor feedback are provided, as time allows.

Participants are supported in developing their writings using ideas generated during the workshop. Erica often creates a "song on the spot," drawing lines from their writings and mirroring back to them the power of their words. Previous participants have called this demonstration "empowering" and "life-changing."

Erica Wheeler 413.624.3277 106 Heath Road, Colrain, MA 01340  
www.ericawheeler.com erica@ericawheeler.com

“Particularly well suited for land trusts and other conservation organizations, as her art is intimately tied to the landscape and the sense of identity people derive from their surroundings.

Leigh Youngblood,  
Executive Director, Mount  
Grace Land Trust, MA

“It was fun for me to stretch beyond my usual realm into the field of creative writing.

Participant, Center for Whole  
Communities, Waitsfield, VT



# Agenda

## Friday May 13th

8:30 ~ 9:30	Registration, Networking and Continental Breakfast
9:30 ~ 11:30 (including coffee)	<p><b>Building our Own Vision of Climate Change Adaptation:</b> An interactive workshop to define how land trusts will protect their habitat conservation priorities <i>Judy Boshoven Defenders of Wildlife Living Lands Program Manager</i> <i>Kate Patton Lower Shore Land Trust</i></p> <p><b>Soulful Landscape Workshop ~ Uncover Stories of Place and Belonging</b> <i>Erica Wheeler</i></p> <p><b>Saving Land and Historic Places: Having It All</b> Find ways to bridge historic preservation and land conservation with the goal of saving whole cultural landscapes <i>Wendy Nicholas, The National Trust for Historic Preservation;</i> <i>Cory Keigerise, Maryland Historic Trust</i></p>
11:30 ~ 12:30	Lunch
11:30 – 2:00pm	Tour 1 - Community Gardens, Horseshoe Pits and Chess Parks (includes packed lunch)
12:15 – 2:00pm	Tour 2 - Baltimore County Center for Maryland Agriculture and Farm Park
12:30 ~ 2:00pm	<p><b>The Straight Talk Express Part I: Get Proactive, Get Informed – IRS Audits, Preparing Landowners and Land Trusts</b> <i>Maryland Environmental Trust and the Office of the Attorney General</i></p> <p><b>Learn About Accreditation from Land Trusts That Have Earned the Seal</b> <i>Steve Swartz and Heather Richards, Land Trust Accreditation Commission</i> <i>Don Owens, the Land Trust of Virginia</i></p> <p><b>Trout Unlimited’s Chesapeake Bay Land Protection Project</b> <i>Kevin Anderson, Trout Unlimited</i></p>
2:00 – 2:15	Coffee
2:15 – 3:45	<p><b>The Straight Talk Express Part II: Get Proactive, Get Informed – IRS Audits, Preparing Landowners and Land Trusts</b> <i>Maryland Environmental Trust and the Office of the Attorney General</i></p> <p><b>DNR Comprehensive Conservation Priorities</b> <i>Jeff Horan, Director, Watershed Services Unit Maryland Department of Natural Resources</i></p> <p><b>NEW! Conservation Easement Stewardship Roundtable – Keeping your Nerve and Learning to Live with Perpetuity</b> <i>Megan D’Arcy Stewardship Manager, Eastern Shore Land Conservancy</i></p>

# Agenda

**Saturday May 14th**

8:30 ~ 9:30	Registration, Networking and Continental Breakfast
9:30 ~ 10:15	<b>Keynote Speaker ~ Nick Dilks, <i>The Chesapeake Conservancy</i></b>
10:15 ~ 12:00 (including coffee)	<b>Board Member Congress ~ Table discussions and Quick Fire Ideas to keep Your Land Trust Happy, Legal and Ethical</b> <b>NEW! How to use the Conservation Easement Appraisal</b> <i>Terry R. Dunkin, MAI, CRE, CCIM, Managing Director, Philadelphia &amp; Baltimore</i> <i>Julie A. Enger, Associate Appraiser,</i> <i>Grubb &amp; Ellis Landauer Valuation Advisory Services</i> <b>How to Use Google Maps and Google Earth in Watershed Planning</b> <i>Dr Wansoo Im, Vertices LLC and Interactive Mapping Rivers</i>
12:00 – 2:00	<b>Land Conservation Celebration</b> You and your family are invited to join us for an informal celebration honoring colleagues and partners whose work and commitment creates a legacy of protected natural resources and special landscapes in Maryland. Experience a journey with our guest performer, Erica Wheeler, through the American landscape and the lives lived there with poetic beauty and grace. Her music is pure Americana, falling into the categories of folk, country and bluegrass.

## Maryland Land Trust Alliance

### First Annual Board Member Congress



10:20 – 10:50 Breakout Sessions

10:50 – 11:20 Eureka Moments!

11:20 – 12:00 Take Home Tools for a Successful Land Trust

# Workshops

## Friday, May 13<sup>th</sup>

**Concurrent Sessions 9:30 – 11:30am**

Choose one of our three morning sessions:

### **The Soulful Landscape: Creative Ways to connect people, place and community**

*Erica Wheeler*

Wendell Berry wrote “*If you don’t know where you are, you don’t know who you are.*” This workshop will help you reconnect with both who and where you are, so that you can help others do the same. You’ll gain insight on how to keep yourself inspired during challenging times as well as gain tools to inspire and engage others in caring about the places you care about. Includes a short, inspiring presentation of place-based arts. Explores the role of the arts in land conservation. Empowers your creative voice to give you an opportunity to work through a series of writing prompts ( for writers and non-writers alike!) that will help you uncover your stories of place and belonging. Followed by discussion, and additional prompts as time allows. Participants will leave with a restored sense of self and place, ideas and imagery to further craft their stories of place and belonging, and a renewed passion for inspiring others to connect to place.

If you are concerned about the lack of connection between people and place today, this workshop offers ways to heal that disconnect, no matter who or where people are.

### **Building our own vision of climate change adaptation: An interactive workshop to define how land trusts will protect their habitat conservation priorities**

*Judy Boshoven, Defenders of Wildlife Living Lands Program Manager*  
*Kate Patton, Lower Shore Land Trust*

In discussions about the role of land trusts in implementing climate change adaptation strategies (strategies to prepare for the effects of climate change), many conservationists in our community have suggested that most of what land trusts currently do is already adaptation, while others have expressed that adaptation is not “business as usual” for land trusts. These conflicting messages can be confusing as land trusts seek to participate in addressing and engaging their communities in this critical issue in the context of habitat conservation. This participatory workshop is designed to allow the land trust community and their partners to define their own vision for helping their communities adapt in the face of climate change. Planning for climate change adaptation will require that land trusts assess the drivers (e.g. air and water temp increases, precipitation changes, sea level rise, species shifts in ranges) and the indirect and direct threats (floods, human responses, drought) to their conservation values (focus areas) under climate change. In this participatory session, we will facilitate a “situation analysis”, which is a process that helps a group build a common understanding – including the biological environment and the social, economic, political, and institutional systems - that affect their conservation priorities. Through this process, workshop participants will work together construct a common vision of their role in climate change adaptation.

### **Join this workshop to:**

- conceptualize the drivers and the indirect and direct threats to your conservation priorities (focus areas) under climate change;
- strategize on your role in protecting your conservation priorities under climate change,
- identify how your strategies fit in with strategies at other levels (state, regional, national).

## **Saving Land and Historic Places: Having it All**

*Wendy Nicholas, Northeast Regional Director of the National Trust for Historic Preservation*

*Cory R. Kegerise, Administrator of Local Preservation Programs for the Maryland Historical Trust*

Organizations are reaching new heights by protecting more of the elements that make a place special – including natural *and* cultural values. Through awareness campaigns, funding and policy coalitions, strategic protection programs, and easement projects, land trusts are combining conservation and historic preservation goals with powerful results. Wendy Nicholas, Northeast Regional Director of the National Trust for Historic Preservation, will share inspiring stories and case studies of the Whole Place Preservation taking place across the country. She'll provide practical information on how your organization can address historic resources as part of its conservation efforts. Learn how these projects can help your group create fruitful partnerships, reach new audiences and funding sources, and access stronger protection tools. Cory R. Kegerise, Administrator of Local Preservation Programs for the Maryland Historical Trust, will facilitate a brainstorming discussion of how Whole Place Preservation can be more widely implemented in Maryland.

The National Trust for Historic Preservation has been working with the Land Trust Alliance to find ways to bridge historic preservation and land conservation, with the goal of saving whole places. The public loves and supports protection of special and important places. Both conservationists and preservationists can be more effective by working more comprehensively to save all the elements that make places significant and worthy of protection.

### **Join this workshop to:**

- Understand the benefits of including historic resource protection in land-saving activity
- Understand practical models for combining conservation and preservation in deals
- Gain a sense of where to start looking for resources/partners that can help

## **Concurrent Sessions 12:30 – 2:00pm**

Choose one of our three early afternoon sessions:

### **The Straight Talk Express Part I: Get Proactive, Get Informed – IRS Audits, Preparing Landowners and Land Trusts**

*John Hutson, Conservation Easement Program Manager, Maryland Environmental Trust*  
*Kristen Maneval, Assistant Attorney General, DNR Office of the Attorney General*  
*James W. Constable, Wright, Constable & Skeen, LLP*

Information will be presented on national challenges to the perpetuity of conservation easements and give you insight into how you can be proactive and informed to protect your land trust. The session will provide tips on:

- How to help your landowners provide as complete an 8283 package as possible to help prevent an audit;
- How to assist landowners who are being audited and the role of the land trust;
- Items that the IRS is focusing on (both procedural and substantive) in its audits and drafting conservation easements to address these; and

(Encore Session at 2:30pm to maximize your choices of workshop!)

#### **Join this workshop to learn:**

- How to manage IRS information requirements for tax form preparation and presentation
- How to draft conservation easements to follow IRS requirements learnt from audits
- Levels of IRS activity in Maryland, including MET tracking of IRS audits

### **Learn About Accreditation from Land Trusts That Have Earned the Seal**

*Steve Swartz, Land Trust Accreditation Commission*  
*Heather Richards, Land Trust Accreditation Commission*  
*Don Owen, Land Trust of Virginia*

Learn about accreditation from land trusts that have been through the program and members of the Land Trust Accreditation Commission. Representatives from accredited land trusts will relate their organizations' experiences going through the accreditation process. Commission members will also provide a brief overview of the accreditation program.

#### **Join this workshop to:**

- Understand the overall accreditation process and the general steps involved;
- Have a better understanding of how they should prepare for accreditation based on the experiences of accredited land trusts;
- Be familiar with the tools available to help land trusts prepare for accreditation

## Trout Unlimited's Chesapeake Bay Land Protection Project

*Kevin Anderson, Chesapeake Bay Land Protection Coordinator Trout Unlimited*

Trout Unlimited's (TU) Chesapeake Bay Land Protection Project is designed to protect native and wild trout habitat by: (1) working with the land conservation community to engage sportsmen/women as advocates for the protection of habitat through land and conservation easement acquisition; and (2) partnering with land trusts and land management agencies to restore degraded habitat on protected lands. The project employs a suite of resources to focus and leverage habitat conservation efforts in watersheds prioritized for conservation of Eastern brook trout, Maryland's only native trout and a state-designated "species of greatest conservation need."

TU's new Chesapeake Bay Land Protection Coordinator will provide an overview of the project, TU's interest and involvement in land protection, and the unique resources TU offers land trusts to assist with land protection and stewardship. Case studies of successful TU-land trust collaboration will be presented. A portion of the workshop will be reserved for a discussion about an emerging, voluntary habitat credit program for brook trout. Participants will leave understanding how TU "works", the resources TU brings to the land trust community, and ideas for future land trust-TU collaboration.

### **Join this workshop to:**

- Understand the TU land protection program
- Engage in discussions on emerging habitat credit programs
- Gain ideas for future land trust-TU collaborations

## **Concurrent Sessions 2:15 – 3:45pm**

Choose one of our three afternoon sessions:

### **Conservation Easement Stewardship Roundtable – Keeping your Nerve and Learning to Live with Perpetuity**

*Megan D’Arcy, Stewardship Manager, Eastern Shore Land Conservancy*

*Christy Hallman, Program Manager, Lower Shore Land Trust*

*Jon Chapman, Stewardship Manager, Maryland Environmental Trust*

*Beki Howey, Land Trust Assistance Coordinator, Maryland Environmental Trust*

This workshop gives you opportunity for discussion on stewardship challenges, particularly for all volunteer land trusts. Modeled on successful forums at the Land Trust Alliance Rally, this session will discuss free resources to bring to your land trust, tips, techniques and the advantages in preparing for some of the challenges of accreditation indicator practices for stewardship. Topics will cover developing your board leadership and increasing effectiveness with limited time as well as ample opportunity to share experiences on common themes and issues.

#### **Join this workshop to learn:**

- About online networking tools and resources available through the Land Trust Alliance online Learning Center for Maryland land trusts
- Share ideas on conservation easement management and enforcement through tips and techniques
- Accreditation indicator practices particularly relevant to stewardship and monitoring

### **Maryland Department of Natural Resources Comprehensive Conservation Priorities**

*Jeff Horan, Director, Watershed Services Unit Maryland Department of Natural Resources*

"Comprehensive Conservation Priorities through Maps and Data" Watershed Services is working with other units within DNR and with other agencies to create something we are calling our "Comprehensive Conservation Priorities." It is a series of maps and data that lay out all the various resource priorities for DNR and the State. It includes Green Infrastructure, Green Print, Blue Infrastructure, the Coastal Atlas, Stream Health and MBSS data to name a few.

#### **Join this workshop to:**

- Understand the benefits of including historic resource protection in land-saving activity
- Understand practical models for combining conservation and preservation in deals
- Gain a sense of where to start looking for resources/partners that can help

## **The Straight Talk Express Part II: Get Proactive, Get Informed – IRS Audits, Preparing Landowners and Land Trusts**

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(Repeated session from 12:30 to maximize your choices of workshop!)

### **Join this workshop to learn:**

- How to manage IRS information requirements for tax form preparation and presentation
- How to draft conservation easements to follow IRS requirements learnt from audits
- Levels of IRS activity in Maryland, including MET tracking of IRS audits

# Workshops

## Saturday, May 14<sup>th</sup>

**Concurrent Sessions 9:30 – 11:30am**

Choose one of our two morning sessions:

### **How to use the Conservation Easement Appraisal**

*Terry R. Dunkin, MAI, CRE, CCIM, Managing Director, Philadelphia & Baltimore*

*Julie A. Enger, Associate Appraiser,*

*Grubb & Ellis Landauer Valuation Advisory Services*

Land trust folks need to understand and evaluate appraisals of conservation easements. Find out what you need to know to effectively review appraisals, including discerning among various types of appraisals, spotting what needs to be in an appraisal to pass IRS standards, discovering the accepted methodology to appraise conservation easements, and identifying red flags. In addition to properly using appraisal values in negotiating your conservation projects, understanding appraisals is a key to determining value so your land trust can knowledgeably sign, or refuse to sign, a donor's 8283 form required for federal income tax deductions.

#### **Join this workshop to:**

- Basic principles of appraising easements
- Become familiar with the different components of IRC 170(h), Forms 8282 and 8283
- Learn how to explain a "qualified contribution" and a "qualified donee."

### **How to Use Google Maps and Google Earth for Conservation Planning**

*Dr Wansoo Im, Vertices LLC and Interactive Mapping Rivers*

Google Maps and Google Earth have become popular tools in the field of watershed planning. Because these tools are often free and easy to use, are easily inserted as part of websites, are printed at a decent quality with added spatial and non-spatial data, and are already widely used by different organizations, the utility and function of Google Maps and Google Earth can and should be applied to the field of watershed planning. In this presentation, we will show how watershed planning organizations can customize their own maps by using Google Maps and Google Earth for this particular field in order to take advantage of these tools.

# Tours

Friday, May 13<sup>th</sup>

## **Tour 1: 11:30am – 2:00pm (with packed lunch)**

### **Community Gardens, Horseshoe Pits and Chess Parks**

Tour some of the wonderful open spaces that Baltimore's residents have created for their neighborhoods on land that would otherwise attract blight. Join us for lunch and a tour of some of Baltimore's best community-managed open spaces, including several that are now permanently preserved by Baltimore Green Space.

These urban oases convert blighted lots into places of beauty and growth, bringing environmental, social, and even economic benefits to their neighborhoods and the whole city. Baltimore Green Space aims to protect the social and environmental benefits that residents create through their sweat equity investments in their neighborhoods.

### **Baltimore Green Space**

preserving neighborhoods' treasured open spaces

A Land Trust for  
Community-Managed  
Open Space

## **Tour 2: 12:15 – 2:00pm**

### **Baltimore County Center for Maryland Agriculture and Farm Park**

Join an introduction to the Baltimore County Center for Maryland Agriculture on a 149-acre property located at 1114 Shawan Road, on the corner of Shawan and Cuba Roads.

The Center consolidates many support services for the agricultural community, promotes the future sustainability of the agricultural industry, serves as an educational resource center and field destination for school children and adults, and will provide open space benefits of walking and equestrian trail riding. The Center is designed to look and feel like a farm from the architectural design of the buildings to the presence of field and livestock operations.



Learn how farm life, education, demonstration, equestrian and recreation are being brought together for the region and state to enhance the rural economy; to foster conservation of agricultural and natural resources through educational and technical services; and to provide a unique open space experience.