



MLTC Board/Staff Retreat, January 15, 2026
Worcester State University / Greater Worcester Land Trust Field Station



MASSACHUSETTS
LAND TRUST
COALITION

Conservation Partners Meeting

February 27, 2026 via Zoom

Massachusetts Land Conservation Conference



Guyette Farm
Franklin Land Trust

Friday • **March 13** • UMass Amherst

Registration now!

massland.org/conference for details

featuring a keynote on **Nature and Health** by
Pooja Tandon, MD, MPH
Pediatrician and Health Director, The Trust for Public Land



Thanks to our Conference Planning Committee --

Buzz Constable • Tessa Dowling • Vanessa Farny • Abby Hardy-Moss • Amy Henderson •
Cynthia Henshaw • Vanessa Johnson-Hall • Bridget Likely • Nick Rossi • David Santomena •
Vidya Tikku • Barbara Chrenko • Robb Johnson • Lauren Berk

thanks to our sponsors!

Platinum



Lead



Patron



Fields Pond Foundation



Supporter

Beals and Thomas, Inc. - BSC Group - Buzzards Bay Coalition - Community Preservation Partners - Davey Resource Group, Inc.
Ecopixel Websites for Conservation - Forest Carbon Works, A Chestnut Carbon Company - Franklin Land Trust
Landscape Land Conservation Software - Land Trust Alliance - LandVest - Little Green Light - Mount Grace Land Conservation Trust
Norcross Wildlife Foundation - The Conservation Fund - SWCA Environmental Consultants - Tighe & Bond

Contributor

Community Preservation Coalition - The Compact of Cape Cod Conservation Trusts - Durand and Anastas Environmental Strategies
Horsley Witten Group - Land Stewardship Inc. - Lynch Scrimo Attorneys - Trust for Public Land - Wagner Law Group, Stephen J. Small Esq, Of Counsel

Pre-Conference Seminars



Introduction to the New EOEEA/DCS Conservation Restriction Tracking System

Tuesday, March 3, noon – 1 pm
via Zoom



Saltmarshes: Protecting and Restoring these Vital Land and Seascapes

Thursday, March 5, noon – 1 pm
via Zoom



register: massland.org/events

More Upcoming Events

massland.org/events

MAR
24

Tue, Mar 24 2026, 4 - 5pm

AVLT (All-Volunteer Land Trust) Quarterly Networking Zoom

via Zoom

MAR
12

Thu, Mar 12 2026, 4 - 7:30pm

ECCN Annual Pre-Land Conservation Conference Gathering

Acadia Wildlife Sanctuary, Easthampton MA

APR
3

Fri, Apr 3 2026, 12 - 1pm

ECCN Eliminating Overwhelm Lunch & Learn

Zoom

is a virtual self-care lunch & learn focused on mindfulness and stress management for

APR
8

Wed, Apr 8 2026, 1 - 2pm

Development Quarterly Networking Zoom

via Zoom

Open to anyone with development responsibility

APR
9

Thu, Apr 9 2026, 2 - 3pm

Stewardship Quarterly Networking Zoom

via Zoom

The focus of this event will be stewardship, interaction between Land Trusts and

MAY
13

Wed, May 13 2026, 2 - 3pm

Agriculture Quarterly Networking Zoom

via Zoom

Land Protection Tools and Techniques

10-week course on Thursday afternoons, beginning September 2026

- Co-sponsored by UMass Extension, Mass Audubon and Wildlands Trust
- Co-led by Christa Collins and Rob Warren, with guest faculty from around the state
- Includes September launch in Easthampton and November retreat in Plymouth, with field experience
- \$500 course fee, with scholarships available
- **Space limited – applications coming soon!**



Franklin Land Trust



2024 Land Protection Course Participants



The Dunn Land, Acton Conservation Trust

Next Meeting

- Friday, June 12 ● 10 am – 12:15 pm
- Includes MLTC's Annual Meeting with Board elections
- Hybrid:
At Blackstone Heritage Corridor Visitor Center in Worcester, and via Zoom



Upper Spencer Brook Valley

Concord Land Trust

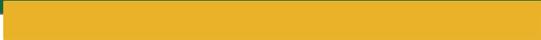
Photo: Hannah Chevalier

Program Discussion:

Filling Gaps in State's Open Space Datalayer

- Contract runs late Jan – June 2026, with possibility to extend one year
- Coordinating with EEA's GIS team
- Outreach & education for land trusts on the importance of submitting complete data
- Initial focus: land trust and other non-profit parcels
- Working with The Lincoln Institute's Center for Geospatial Solutions (CGS)
 - Using *Who Owns America* dataset, identify parcels likely in conservation but missing from current Open Space data
 - Create a web-based review tool for orgs to review and confirm missing parcels
- Assist land trusts in using the web tool and submitting complete materials

Why does this matter?



- More accurate monitoring of progress on goals like 30x30
- Better inputs for open space planning, land protection prioritization, and connectivity analyses
- Improved ability to report the collective impact of land trusts
- Other?

Questions?

Program Discussion:

Expanding the Pool of Appraisers, Surveyors & Attorneys

- Funded by MDAR, now through September 2027.
- Survey land trusts re: barriers to engaging surveyors, appraisers and attorneys, and ideas to address them.
- Survey appraisers, surveyors and attorneys re: barriers to engaging in conservation transactions, and ideas to address them.
- Raise awareness of MLTC's Service Provider Directory and encourage additional entries from surveyors, appraisers and attorneys.
- Disseminate guidance for land trusts and service professionals on how to optimize their work together.
- Convene 3 peer networking/mentoring meetings for attorneys .
- Collaborate with professional associations to offer 3 trainings for appraisers and surveyors.

MLTC's Service Provider Directory



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Service Provider Directory

[Add your own listing to this page](#)

SERVICE PROVIDER TYPE

Appraisal

COUNTIES SERVED

Hampshire

APPLY

Please note that MLTC does not guarantee in any manner the quality of service provided by these listings.

= Annual MLTC Supporter or Conference Sponsor.

AG VISORY Appraisal, Baseline Documentation Reports, Estate planning, Land transition planning, Land stewardship services, Real estate transfer

Anderson Valuation • Appraisal

AG VISORY

FY26 Supporter

People

Richard Gilmore, ARA, FASA, FRICS

<http://www.agvisory.com>

richard.gilmore@agvisory.com

14132379196

Locations

38 Cemetery Rd Charlton, MA 01507

Services offered

- Appraisal
- Baseline Documentation Reports
- Estate planning, Land transition planning
- Land stewardship services
- Real estate transfer

Conservation easement expert for 40 years Appraised conservation easements and all types of agricultural properties nationwide. I live in Charlton Mass and can do ag appraisal throughout new england

Why does this matter?



- A shortage of qualified service providers slows the pace of conservation.
- Waiting for a qualified contractor can compromise landowner and funding timelines.
- Working with a less qualified contractor impacts quality of product, and amount of time project managers need to spend educating them.
- Other?

Barriers? Ideas for Addressing them?



Existing Ch. 61, 61A, 61B law

Chapter 61 Programs

Understanding the Massachusetts
Ch. 61 Current Use Tax Programs



Chapter 61 programs offer a break on local property taxes for landowners who commit to keeping land undeveloped for a specified period of time.

Town/city gets a Right of First Refusal (ROFR) to acquire the land if it faces conversion to a non-qualifying use while enrolled or within one year after.

Once a landowner provides a compliant notice of intent to convert, town/city has 120 days to exercise its ROFR or assign it **to a state agency** or land trust

The mayor/Board of Selectmen must hold a public hearing before exercising or assigning their ROFR.

They are **not** required to hold a hearing – or confer with others – before **waiving** their ROFR.

link to publication: [08993_UMass 5.5.indd](#)



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Changes Proposed in Mass Ready Act

For Chapter 61 and Chapter 61B: DCR gets a ROFR that runs concurrently with the city/town's -- which DCR can exercise *only if the city/town waives its own ROFR*.

DCR can assign to DFW.

For Ch 61A, MDAR gets this right.

MDAR can assign to DCR.

Gives state 30 days to record its notice to exercise after town declines or fails to do so.

Land acquired by state agencies must be dedicated to Article 97 purposes.



Changes MLTC is Proposing

Require Mayor/Board of Selectmen to confer with Planning Board, Conservation Commission, Community Preservation Committee, and Open Space Committee (if any) – **and hold a public hearing** – before waiving their ROFR.

Clarify that onset of the 120-day option period is delayed if **either** city/town **or** DCR/MDAR notifies landowner (within 30 days) that landowner's notice of intent to convert lacks required information.

