



# Land Trust Alliance Updates

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Land Trust Alliance

## **Advocacy Days 2025**

- 168 advocates representing 40 states including Massachusetts.
- More than 200 congressional meetings including several meetings with Massachusetts legislators.
- Participants included:
  - Greater Worcester Land Trust
  - Kestrel Land Trust
  - Berkshire Natural Resources Council
  - Barnstable Land Trust
  - North County Land Trust
  - Sheffield Land Trust
  - Sheriff's Meadow Foundation











### **Leadership Development Training Program**

- Congrats to the 11 leaders that recently completed this program to enhance their leadership and management skills and bolster organizational effectiveness!
- Participants attended eight virtual sessions and an in-person retreat between January and June 2025.
- Thanks to Greater Worcester Land Trust for hosting at their beautiful Patch Reservoir Environmental Field Station.







### **Organizational Assessments & Implementation Grants**

- 10 Land Trusts will be selected to participate
  - Requirements Manual Assessment
  - Terrafirma Eligibility Assessment
  - Organizational Capacity Assessment
- These land trusts will also receive up to \$10,000 in implementation grant funding and coaching support











### **Targeted Microgrants**

- Modest grants (\$1,000-\$2,500) to initiate specific projects to assist with organizational development and activities to sustain their work.
- This program is an ideal resource for land trusts looking to make strategic, low-cost improvements.
- No match requirement.
- Applications will open in early August and close in September. Stay tuned for the announcement.







**Building the Bench: 2026 Staff Leadership Summit** 

- A one-day summit for MA land trust leaders
- We need your input on what is most meaningful for you. Please tell us in the survey!
- Interested or have questions? Email Jen Plowden at jplowden@lta.org



Use QR code or visit menti.com and enter 4140 2189



**RALLY 2025** 

# Join us at Rally 2025 in Cleveland, Ohio!

Rally is where people who share a passion for conservation will re-energize and inspire you.

Join us in Cleveland September 3-6 at the Huntington Convention Center for a gathering packed with diverse topics to explore and great colleagues and friends to learn and share with. Rally has all of the resources you want to take your conservation skills further. There's no better way to invest in your future.

Early bird prices end July 21!



### Learn more:

https://landtrustalliance.org/resources/connect/rally-the-national-land-conservation-conference

## **Land Trust Alliance Job Board**

landtrustalliance.org/job-board

Submit a job <u>here</u>.

- Associate Director, Native Land Conservancy
- Land Conservation Projects Manager, Berkshire Natural Resources Council
- Youth and Volunteer Coordinator, Kestrel Land Trust
- Conservation Project Associate, Mount Grace Land Conservation Trust
- Manager of People and Culture, Vermont Land Trust
- Vice President of Advancement, Buzzards Bay Coalition
- Director of Advancement, Southeast Land Trust of NH
- Business and Office Administration Manager, Joshua's Trust
- And more!

## \*New\* Practical Pointer

## A Dignified and Lawful Approach to Encampments

Nationwide housing shortages and limited social supports have led to a rise in unauthorized encampments on conserved lands. These encampments—ranging from tents to vehicular camping—present safety, legal and conservation challenges

This resource outlines an approach to relocating unhoused individuals with dignity while protecting conservation values.



Practical Pointe

A Dignified and Lawful Approach to Encampments on Conserved Lands using shortages and inadequate societal supports for our most vulnerable population esuited in a sharp increase in Americans who lack one of the most basis human needs—shelter.

rust did not follow legally required procedures for relocation of the person and their

ate and local law. Ask an attorney competent in trespass to advise you as to both state law and local Assessment occur now, runs an attorney competent in trespass to accouse you as to both state taw and tocal was to learn what steps you must take when removing persons and their belongings from conserved pliance is critical and full documentation of the steps you took in

hips with local law enforcement are critical. Some land trusts report on the value of having 

DISCLAIMER: The Land Trust Allarce designed this material to provide accurate, auth-Obstances: I've sand trust Asserce designed I've materials of provide accurate, authorities the subject matter Covered with the understanding that the Affairce is not engaged in res Codes professional coursel. If a land trust or individual requires legal advice or other expert assistance, they

## **New Appraisal Resources**

## Best practices when engaging appraisers

This checklist has been developed to guide land trust practitioners on how to engage with appraisers on conservation projects and provide the essential information to ensure a successful interaction.

https://landtrustalliance.org/resources/learn/explore/ best-practices-when-engaging-appraisers



Field Services

### Best Practices When Engaging Appraisers

Accurate and timely appraisals by qualified professionals are a key component of land conservation transactions. Unfortunately, the Alliance has been hearing that some conservation deals are at risk due to a shortage of appraisers who are qualified and interested in conducting timely valuation of conservation transactions. This is particularly true for complicated transactions involving federal funding where an appraisal must meet the Uniform Appraisal Standards for Federal Land Acquisition (referred to as the "Yellow Book" standards) and is subject to an appraisal review process.

The Alliance is interested in this issue nationally and currently has funding to actively engage in efforts to increase the number of qualified appraisers in New England and the South Atlantic states. Given that conservation appraisals differ significantly from general residential and commercial appraisals, with distinct processes and considerations, we are also interested in helping the land trust community prepare to engage an appraiser. Our goal is to ensure appraisers have the tools and context necessary to effectively handle conservation transactions. In turn, land trusts can save time, money and frustration by

When a land trust is purchasing a fee simply or partial interest in real estate, Practice 9H of Land Trust Standards and Practices provides guidance on obtaining appraisals or, in limited circumstances, "letters of opinion" from qualified real estate professionals. Specifically, "When buying land, conservation easements or other real property interests, [a land trust must] obtain an independent appraisal by a qualified appraiser in advance of closing to support the purchase price."

This checklist has been developed to guide land trust practitioners on how to engage with appraisers on conservation projects and provide the essential information to ensure a successful interaction.

Thank you to the Maine Land Trust Network for the original guidance document that served as a

### A Checklist for Working with Real Estate Appraisers

This checklist is intended to be used when a land trust is anticipating the purchase of a property interest (fee simple or conservation easement) and is hiring an appraiser to substantiate the value. It can be helpful when developing a written agreement with an appraiser so there are no surprises.

- Identify client and intended users: Because the land trust is hiring an appraiser to substantiate value for its own acquisition, the land trust should be listed as the client. In addition to the client, are there other intended users that the land trust may want the appraiser to include, such as a bank,
- Investigate title: Prepare or hire a title company to prepare a title report so you can provide the appraiser with the identity of the property owner, a property description, and any title issues such as rights of way, covenants, encumbrances, or liens. The title report should also identify adjacent parcel owners (with a particular focus on any adjacent parcels owned by the owner or related

## New Appraisal Resources

### **Conservation Easement Valuation Appraiser** Checklist

This checklist was developed by experienced appraisers, with a focus on the essential components of a conservation valuation assignment. It is intended to help appraisers, particularly those who are new to conservation, understand the requirements of this work and increase their capacity to take on these assignments.

https://landtrustalliance.org/resources/learn/explore/ conservation-easement-valuation-appraiserchecklist



Checklist

## Conservation & Preservation Easement Appraisals Checklist

g to grow your practice, diversify your work, and make a tangible difference in yr unity, conservation appraisals are worth a closer look. The opportunity is here—

As more expressers recognize the opportunity and impact or ourservation assignments, some interest already begun contributing to land protection efforts by entering into this area of practice. Others, owever, remain hesitant, often citing concerns about increased acrutiny from the IRS

## **New Land Access and Return Resource**

Partnerships for Indigenous Land Access and Return: A Summary of Legal and Relational Pathways

Introduces a spectrum of approaches to land access and return, focusing on strategies and solutions that have been developed in partnership by land trusts and tribes or Indigenous-led organizations.

https://landtrustalliance.org/resources/learn/explore/partnerships-for-indigenous-land-access



## **Upcoming National Webinars**



STANDARD 12: FEE LAND STEWARDSHIP

### **Strategies for Conflict** Management and De-Escalation in the Field

JUNE 24, 2:00 P.M. - 4:00 P.M. EDT . LAND TRUST ALLIANCE . ZOOM . ANN ROMOSZ, PHD

Are you prepared to handle difficult conversations and de-escalate conflicts in the field? Join us for an...



### **VIEW WEBINAR**

2025 Webinar Pass holders: Free Alliance members: \$75.00 Non-members: \$140.00



STANDARD 02: COMPLIANCE WITH STANDARD 05: FUNDRAISING . STANDARD 11: CONSERVATION EASEMENT STEWARDSHIP

### **Build Your Tax** Foundation: Six Land **Conservation Topics**

OCTOBER 30, 2:00 P.M. - 3:30 P.M. EDT . LAND TRUST ALLIANCE . ZOOM . DIANA NORRIS

Donee organizations have important responsibilities when it comes to meeting requirements. Learn about th...



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STANDARD 11: CONSERVATION EASEMENT **STANDARD 12: FEE LAND** STEWARDSHIP . STEWARDSHIP

### The What, How and Why of Drones for Land Trusts

NOVEMBER 6, 1:00 P.M. - 2:30 P.M. EST . LAND TRUST ALLIANCE . ZOOM . RORY THIBAULT, DIRK RUFF, CHRIS LONG

Learn the basics of what drones are, how to include them in your budget, and how they can be an asset to...



### **VIEW WEBINAR**

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## Thank you

We'd love to connect. Please reach out!

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