Survey of Massachusetts Land Trusts
2020

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Acknowledgements

• Massachusetts DCR’s Working Forests Initiative
• McIntire-Stennis
• Private funding from 4 anonymous donors
Methods
“Modified Dillman”

• Identified land conservation organizations using MLTC list: 147 organizations

• Email survey announcement (November 19, 2019)

• Email survey link to land trusts five times (once a week starting November 26, 2019)

• MLTC follow-up with non-responders (January)

• Survey cut-off (February 15, 2020)

• Total number of responses: 113 (current participation rate 77%)

• Data cleaning & analysis (February and April 2020)
Organization coverage area

Number of organizations

- Statewide or larger: 8
- Region: 31
- Single town: 69

108 valid responses
Paid members and other financial supporters

Number of organizations

100 valid responses
Paid full-time equivalent (FTE) staff or contractors

Number of organizations

- 0 FTEs: 48
- <1 FTE: 8
- 1-5 FTEs: 25
- 5-15 FTEs: 14
- 15+ FTEs: 9

104 valid responses
Use of volunteer staff or contractors in 2019

- Yes: 67.0%
- No: 33.0%

94 valid responses
Number of Board members

- 44 organizations with 11-15 members
- 35 organizations with 6-10 members
- 17 organizations with 16-20 members
- 7 organizations with 20+ members

107 valid responses
How many times a year the Board meets

Number of organizations

<table>
<thead>
<tr>
<th>Frequency</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
<th>11</th>
<th>12</th>
<th>13</th>
<th>14</th>
<th>24</th>
<th>34</th>
<th>52</th>
</tr>
</thead>
<tbody>
<tr>
<td>Count</td>
<td>5</td>
<td>3</td>
<td>12</td>
<td>6</td>
<td>16</td>
<td>3</td>
<td>2</td>
<td>6</td>
<td>11</td>
<td>9</td>
<td>23</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

104 valid responses
Whether staff received formal training in 2019

- No: 14
- Yes: 43
- We don't have any staff: 50

107 valid responses
57 organizations have staff. Of these, 56 responded.
Have Board members received formal training in 2019?

64.5% No
35.5% Yes

107 valid responses
Board members received formal training in 2019?

- 64.5% No
- 35.5% Yes

107 valid responses

Whether Board members had formal training in 2019 by paid staff size

<table>
<thead>
<tr>
<th>Staff Size</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 FTEs</td>
<td>17</td>
<td>31</td>
</tr>
<tr>
<td>&lt;1 FTE</td>
<td>2</td>
<td>6</td>
</tr>
<tr>
<td>1-5 FTEs</td>
<td>7</td>
<td>18</td>
</tr>
<tr>
<td>5-15 FTEs</td>
<td>4</td>
<td>10</td>
</tr>
<tr>
<td>15+ FTEs</td>
<td>7</td>
<td>2</td>
</tr>
</tbody>
</table>
Category responses not mutually exclusive. 112 valid responses.
66 valid responses. Excludes 1 organization that works nationally.
Total Massachusetts acres held in fee: 144,481 ac
Total Massachusetts acres held under CR: 98,307 ac
Total Massachusetts acres protected with organization assistance: 319,312 ac
Organizations currently having active land protection projects

86.0% Yes

14.0% No

107 valid responses
Organizations currently having active land protection projects

107 valid responses

Whether organization has active projects, by paid staff size

<table>
<thead>
<tr>
<th>Staff Size</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 FTEs</td>
<td>37</td>
<td>7</td>
</tr>
<tr>
<td>&lt;1 FTE</td>
<td>7</td>
<td>1</td>
</tr>
<tr>
<td>1-5 FTEs</td>
<td>24</td>
<td>1</td>
</tr>
<tr>
<td>5-15 FTEs</td>
<td>12</td>
<td>2</td>
</tr>
<tr>
<td>15+ FTEs</td>
<td>8</td>
<td>1</td>
</tr>
</tbody>
</table>
Category responses not mutually exclusive.
Category responses not mutually exclusive. 104 valid responses.
Category responses not mutually exclusive. 63 valid responses.
Frequency of land transaction actions by paid staff size

No paid FTEs (n=43)

- Always
- Often
- Sometimes
- Rarely
- Never

Less than 1 paid FTE (n=8)

- Always
- Often
- Sometimes
- Rarely
- Never

1 - 5 paid FTEs (n=25)

- Always
- Often
- Sometimes
- Rarely
- Never

5 - 15 paid FTEs (n=12)

- Always
- Often
- Sometimes
- Rarely
- Never

15+ FTEs (n=9)

- Always
- Often
- Sometimes
- Rarely
- Never
Percent of organizations that “Rarely”/”Never” participated in specified land transaction actions, by paid staff size
Category responses not mutually exclusive. 104 valid responses.
Use of social media to share info about organization

- Multiple times per week: 27.9%
- Weekly: 11.5%
- 1-3 times per month: 11.5%
- 4-12 times per year: 18.3%
- 1-3 times per year: 5.8%
- Never: 25.0%

104 valid responses
How frequently properties are monitored

- At least once per year: 70.5%
- Every other year: 6.7%
- Every three years: 8.6%
- Only as concerns arise: 10.5%
- Other: 3.8%

105 valid responses
How frequently properties are monitored, by organization size

Number of organizations

0 FTEs
<1 FTE
1-5 FTEs
5-15 FTEs
15+ FTEs

At least once a year
Every other year
Every 3 years
Only as concerns arise
Other

37
Who does most of the monitoring for the organization

- Volunteers: 50.0%
- Staff: 30.8%
- Other: 16.3%
- Consultants: 2.9%

103 valid responses
Who does most of the monitoring for the organization, by paid staff size

- **0 FTEs**: 33 Volunteers, 10 Staff, 2 Consultants, 2 Other
- **<1 FTE**: 11 Volunteers, 5 Staff, 1 Consultants, 1 Other
- **1-5 FTEs**: 11 Volunteers, 10 Staff, 1 Consultants, 1 Other
- **5-15 FTEs**: 11 Volunteers, 10 Staff, 1 Consultants, 1 Other
- **15+ FTEs**: 8 Volunteers, 8 Staff, 1 Consultants, 1 Other
Category responses not mutually exclusive. Valid responses from 60 organizations.
Experienced land encroachment or CR violation

73.1% Yes
26.9% No

104 valid responses

Category responses not mutually exclusive.
Has TerraFirma insurance

- 75.5% Yes
- 24.5% No

102 valid responses

Whether organization has TerraFirma, by paid staff size

- 0 FTEs: 10 Yes, 33 No
- <1 FTE: 2 Yes, 6 No
- 1-5 FTEs: 5 Yes, 20 No
- 5-15 FTEs: 4 Yes, 8 No
- 15+ FTEs: 4 Yes, 5 No
Has current management plan for each property

53.8% No
46.2% Yes

104 valid responses
Whether organization has management plans for each of its properties by paid staff size
Category responses not mutually exclusive. 104 valid responses.
Category responses not mutually exclusive. 104 valid responses.
Current MLTC members

8.7% No
91.3% Yes

104 valid responses
Category responses not mutually exclusive. 103 valid responses.
Category responses not mutually exclusive. 103 valid responses.
Overall satisfaction with MLTC

No organizations chose “Dissatisfied” or “Very dissatisfied”
Overall satisfaction with MLTC, by paid staff size

Number of organizations

- **0 FTEs**: 5 (Very satisfied), 28 (Satisfied), 10 (Unsure)
- **<1 FTE**: 5 (Very satisfied), 1 (Satisfied), 2 (Unsure)
- **1-5 FTEs**: 5 (Very satisfied), 16 (Satisfied), 4 (Unsure)
- **5-15 FTEs**: 3 (Very satisfied), 8 (Satisfied), 3 (Unsure)
- **15+ FTEs**: 1 (Very satisfied), 1 (Satisfied), 1 (Unsure)
New programs MLTC could offer to help

39 valid responses. Category responses not mutually exclusive.
Challenges organizations are facing (excluding funding)

- Org. sustainability: 37%
- Land stewardship: 16%
- Professional expertise: 9%
- Land availability/new projects: 9%
- Public support/advocacy: 8%
- Education/communication: 8%
- Climate change/solar issues: 7%
- Other: 4%
- Property Costs: 1%

84 valid responses. Responses not mutually exclusive.
No organizations chose “Disagree”
Accredited through LTA

- 17.6% Yes
- 82.4% No

102 valid responses
Accredited through LTA

102 valid responses

- Yes: 82.4%
- No: 17.6%

Of those not accredited: Intention about future LTA accreditation

- No intention to seek: 86.9%
- Intends to seek: 13.1%

84 organizations
Why no intention to seek LTA accreditation

- Time: 36
- Cost: 25
- No need: 24
- Other: 11
- Documentation: 3

Responses not mutually exclusive. 67 valid responses.
Accredited through LTA:
- Yes: 82.4%
- No: 17.6%

102 valid responses

Of those not accredited:
- Adopted LTA Standards and Practices in principle?
  - Yes: 75.3%
  - No: 24.7%

81 valid responses (of 84 not accredited)
Non LTA-accredited organizations adopting LTA Standards and Practices in principle, by paid staff size

![Bar chart showing the number of organizations across different FTE categories.]

- 0 FTEs: 10 Yes, 17 No
- <1 FTE: 4 Yes, 3 No
- 1-5 FTEs: 2 Yes, 16 No
- 5-15 FTEs: 4 Yes, 3 No
- 15+ FTEs: 3 Yes, 1 No

75 valid responses (of 84 not accredited)
Category responses not mutually exclusive. 85 valid responses.
LTA services valued most

Number of organizations

Online learning: 20
Publications/information: 16
Standards & Practices: 15
Lobbying/advocacy: 10
Insurance: 9
Funding/labor assistance: 6
Conservation goals: 3

58 valid responses. Category responses not mutually exclusive.