



Fundamentals of Land Protection

Thursdays from 4:00 – 5:30 p.m.

June 1 - The Basics of Land Protection: Real Estate & Tools

June 8 - What to Protect: Project Selection and Prioritizing

June 15 - Landowner Outreach and Relationships

June 22 - Due Diligence

June 29 - Funding, Partnerships, Documentation, Post-Closing

[Registration link](#)

June 1 - The Basics of Land Protection Real Estate & Tools

Faculty:

Jassy Bratko, former Director Land Protection, North County Land Trust, and former member, Hubbardston Open Space and Community Preservation Committees

Rob Warren, Land Conservation Consultant

Topics include:

- definition of terms
- players in Massachusetts land conservation
- intro to registry searching / deeds / how to read a deed
- protection tools (fee, CRs, APR, options, ROFR, trail easements, term easements)

June 8 - What to Protect: Project Selection and Prioritizing

Faculty:

Abby Hardy-Moss, Director, Conservation Technology and Planning, Greenbelt

Laura Mattei, Director of Stewardship, Sudbury Valley Trustees

Topics include:

- how to ID properties you want to protect
- how to pick a property in various tools
- what to look for on a site walk
- looking ahead to stewardship as a factor in project selection
- assessors + preparing for the site walk

June 15 - Landowner Outreach and Relationships

Faculty:

Vanessa Johnson-Hall, Director, Land Conservation, Greenbelt

Paul Catanzaro, Professor, State Extension Forester and Co-Director Family Forest Research Center

(details on next page)

Topics include:

- people skills (identifying landowner objectives / goals / vision, triggers, family / ownership dynamics)
- negotiation and "deal-making"
- knowing the limits of your role and limits of what you can promise regarding funding and timing
- how to describe options to landowners

June 22 - Due Diligence

Faculty:

Olivia Lukacic, Land Conservation Specialist, The Trustees

Cynthia Henshaw, Executive Director, East Quabbin Land Trust

Topics include:

- standards and practices for land acquisition
- working with contractors and interpreting the results (survey, appraisal, Phase 1 Site Assessment, title report, stewardship planning)
- baseline documentation

June 29 - Funding, Partnerships, Documentation, Post-Closing

Faculty:

Sarah Wells, Conservation Director, Mount Grace Land Conservation Trust

Christa Collins, Strategic Conservation Advisor

Topics include:

- overview of incentive programs
- developing partnerships to get grants
- closings, abutter/neighbor communications
- baseline documentation
- stewardship handoff
- post-closing