Introductions

Judith Stockdale
Board Director
S&P Revisions Core Team
judithstockdale1@gmail.com

Bryan David
Government Relations Specialist
(202) 800-2223
bdavid@lta.org
Introducing Andrew Bowman

- Andrew joined the Alliance as President on February 10
- Previously program director for the environment at Doris Duke Charitable Foundation
- Committed to improving the relevance, rate, resilience and rigor of land conservation in America
- Learn more about Andrew at www.landtrustalliance.org/blog/introducing-andrew-bowman
Introducing Andrew Bowman

See the video at https://youtu.be/ztQ4FJjGHIk
Community

You and Our Friends Doing Important Work

• 1100 national members
• 170 Midwest members
• 26 Illinois members
LAND TRUST ALLIANCE

2015 NATIONAL LAND TRUST CENSUS

Add Your Voice to Complete the Story

SURVEY NOW OPEN
SURVEY NOW OPEN
National Land Trust Census
The clock is ticking. Will you help?

Don’t miss this opportunity to tell us how your land trust is conserving special places in your city, state and region. There are more than 1,700 land trusts nationwide, and no two are the same. Your land trust does important work every day. Make sure the unique contributions of your land trust are represented.

The Census only happens once every five years, so unless we hear from you soon, we’ll still be using your 2010 data in the year 2020. You still have a chance!

Respond today at www.ita.org/census

Questions? Email us at census@ita.org or call (202) 638-4725.

Deadline is March 31st
New this year:

- 40% fewer questions

- Online dashboard comparing key metrics from your land trust’s 2015/2010/2005 Census data

- Community conservation—tell us a story of your land trust’s community impact in words and photos

Sample dashboard used with permission of Genesee Land Trust (NY)
Implementing Standards & Practices

342 Accredited Land Trusts Nationwide

- 77% of conserved land

36 Accredited Land Trusts in Midwest

- 9 Renewal of Accreditation (5 yrs.)*

3 in Illinois (soon to double):

- Lake Forest Open Lands Association*
- Jo Daviess Conservation Foundation
- Openlands
## 2017 Applications

### First-time Registration

<table>
<thead>
<tr>
<th></th>
<th>Round 1</th>
<th>Round 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-application Due</td>
<td>January 24</td>
<td>June 21</td>
</tr>
<tr>
<td>Application Due</td>
<td>April 13</td>
<td>September 21</td>
</tr>
</tbody>
</table>

### Renewal

<table>
<thead>
<tr>
<th></th>
<th>Round 1</th>
<th>Round 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-application Due</td>
<td>April 4</td>
<td>September 12</td>
</tr>
<tr>
<td>Application Due</td>
<td>June 6</td>
<td>November 16</td>
</tr>
</tbody>
</table>

First-time registration opens May 2016
Accreditation Guidance

Upcoming Commission Webinars:

• *Voices of Experience (First-Time)*  
  **April 28 | 2-3pm CT**

• *2016 Requirements Manual Revisions*  
  **May 19 | 2-3pm CT**

[www.landtrustaccreditation.org/help-and-resources/online-training-opportunities](http://www.landtrustaccreditation.org/help-and-resources/online-training-opportunities)
Land Trust Standards and Practices

Goals of 2016-17 Revisions Process

• Engage all land trusts in work of pursuing excellence and continuous improvement

• Make S&P accessible for entire land trust community

• Update to reflect changes in legal and operational environment

• Ensure alignment with accreditation, Terrafirma and other resources and tools
<table>
<thead>
<tr>
<th>Projected Timing</th>
<th>Tasks</th>
</tr>
</thead>
</table>
| Fall 2015                | • Board approval of final plan  
                           | • Announce process  
                           | • Preparation of S&P discussion draft                                                                         |
| January 2016             | • Board approval of SAT                                                                                                              |
| Winter 2016              | • SAT starts its work  
                           | • S&P discussion draft released for high-level feedback  
                           | • Preparation for spring dialogues                                                                         |
| Spring-summer 2016       | • Community participation process  
                           | • In-person and online                                                                                               |
| Fall 2016                | • Synthesis of results  
                           | • More public input, if necessary  
                           | • Final draft prepared                                                                                         |
| February or June 2017    | • Board approval of revised S&P!  
                           | • Implementation phase begins                                                                                     |
S&P Discussion Draft 3/1/16

• 12-standards framework essentially sound

• More readable and streamlined document
  – Focuses on practices that apply *broadly* to land trust *community*
    – Improves clarity, reduces redundancy
  – Organizes the practices into elements
S&P Discussion Draft

- Designed as online resource
  - Clearly highlights those items that lead to accreditation
  - Linked to Alliance resources, narratives and requirements
New Approach!

• Current approach

5B. Accountability to Donors. The land trust is accountable to its donors and provides written acknowledgement of gifts as required by law, ensures that donor funds are used as specified, keeps accurate records, honors donor privacy concerns and advises donors to seek independent legal and financial advice for substantial gifts.

• Fresh approach

B. Accountability to Donors
1. Provide accurate and truthful solicitation materials and other communications to donors and the public
2. Classify all funds as unrestricted, temporarily restricted or permanently restricted as identified in written communications with, or as directed in writing by, the donor
3. Provide timely written acknowledgment of all gifts, including land and conservation easements, as required by law
4. Comply with the donor’s written restrictions for all gifts
5. Have a written policy or procedure to ensure donor privacy concerns are honored
Community Input Process

We’re revising the ground rules – add your $0.50!

• Visit
  www.landtrustalliance.org/topics/standards-and-practices/standards-and-practices-revision

  – Download the discussion draft
  – Sign up for the webinar: April 21 | 1-2pm CT
Community Input

More is better – add your $0.50!

• Provide input now through September 15

  – In-person at select spring conferences & sessions
  – Comment on each practice online using Ethelo (coming very soon)
  – Email Sylvia Bates at sandp@lta.org
We Did It – Victory at Last!

- Enhanced Tax Incentive signed into law
  December 18, 2015
- Retroactive to
  January 1, 2015
- Permanent

Handout - download brochure at
www.landtrustalliance.org/taxonomy/term/121
Celebrating Together
Over the past five years this campaign has funded the transformation of the entire land trust community and enabled significant accomplishments for land conservation.

**INCREASE the pace of land conservation**

- $700 million+ over 10 years for the purchase of easements on farm and ranch lands in the 2014 Farm Bill
- 383 bipartisan votes in Congress to make the tax incentive for easement donations permanent

**IMPROVE the quality of land conservation**

- 317 accredited land trusts
- Nearly 5,000 land trust leaders strengthened by trainings, coaching and other resources in 2015
- 75% of conserved land now held by accredited land trusts

**ENSURE the permanence of land conservation**

- 90% of acres under conservation easement now either held by Terrafirma members or organizations capable of self-insuring
- 100% success rate in court for Terrafirma

---

**TOGETHER, OUR SUCCESS**

- $40.1 million* raised
- $17.7 million invested in strengthening land trusts
- 50 million acres of land conserved by land trusts

* As of January 2014
www.lta.org/ambassadors

Policy Impacts Everything, Including Us

678 Capitol Hill meetings during
Alliance Advocacy Days 2012 - 2014

April 11 to 13, 2016 ~ Alliance Advocacy Days
~ Please join us ~
Official deadline was March 1
there’s still time – register today!

Find travel and first-timer tips at
www.landtrustalliance.org/issues-action/
tools-tips/advocacy-days
Policy Webinars

• *Advocacy for Board Members*
  **May 3, 2016 | 1-2pm CT**
  [www.landtrustalliance.org/webinar/advocacy-board-members](http://www.landtrustalliance.org/webinar/advocacy-board-members)

• *Election Year Advocacy – Opportunities & Pitfalls*
  **June 28, 2016 | 1-2pm CT**
Trainings / Webinars

Alliance Webinar 2016 Calendar

• Handout: www.lta.org/webinars

Midwest Ask-an-Expert Calls

• Invest an hour with your colleagues

Rally 2016 Minneapolis!
Trainings / Webinars

Alliance Webinar 2016 Calendar

- [www.lta.org/webinars](http://www.lta.org/webinars)

Midwest Ask-an-Expert Calls

- Sign up by sending an email to [midwest@lta.org](mailto:midwest@lta.org)
- 11:00-12:00 Central (12:00-1:00 Eastern)
- Friday, March 18 – 20 signed up (~50-80)
Midwest Ask-an-Expert Calls
Tentative 2016 Schedule

MARCH 18 – *Universal Access Trails: Fun for Everyone*  
(Larry Knutson)

MAY 6 – Innovative Outdoor Recreation Programs  
(Chris Bunch, Zak Branigan)

JUNE 3 – Planned Giving  
(Mary J. Foley)
Midwest Ask-an-Expert Calls
Tentative 2016 Schedule

AUG 5 – The Spiritual Value of Land Conservation

SEP 9 – Completing and Updating Baseline Documentation Reports

OCT 7 – Doing Performance Reviews the Right Way (Sarah Naperala)
Renew, Connect, Together

Registration opens June 3 at alliancerally.org

Be There: October 28-30 Minneapolis

Scholarships for Chicagoland Land Trusts

Gaylord and Dorothy Donnelley Foundation