Landowner-led Strategies
for
Conserving Vernal Pool Rangelands

The Northern California Regional Land Trust

Paul Kirk, Interim Executive Director
John Hunt, Conservation Director
“Keeping Working Lands Working and Wild Lands Wild …”

Our Mission:
To assist landowners, agencies, and community partners in the “conservation of agricultural lands, open space, wildlife habitat and natural resources within Butte, Glenn, and Tehama Counties, California” for generations to come.
The Land Trust: A “Civic Microcosm”

• Conservation
  – Resource Analyses
  – Conservation Planning
• Finance
  – Land Use (Existing & Future)
  – Business Management
  – Transactional Real Estate
• Law
  – Policy
  – Contract Law
• Community Service!
Conservation Easements

What?
“What “Bundle of rights” donated &/or sold as portion of property’s value.

Why?
Legally and financially practical...short of outright land acquisition.
Conservation Easement: Who? (Part 1)

- Landowners!
- Land Trust & Other Community Partners
- Funders/Donors: Agencies, Foundations, Individuals, Landowner(s), etc.
- Others?
Panoply of:

- **Agency & Nonprofit Partners:** TNC, CWF, DOC, SGC, WCB, CDFW, NRCS, USFWS, …
- **Plans:** CAPPs, USFWS RPs, HCP/NCCP (BRCP), SWAP 2015, …
- **Programs:** SALCP, WRE, ALE, ERAL, RCPP, PFWP, …
Conservation Easement: Who? (Part 2)

Essential Community Partners:
- Agricultural Community
- Non-Ag Business Leaders
- Local Representatives & Government Staff
- Outdoor Recreationist
- Conservationists (ALL kinds)

Informed Local Leadership CRITICAL
Landowner: Initial Discussion

• Subject Property Info
• Expectations
  – Goals
  – Long-term Plans
• Practical Matters
  – Financial
  – Family
  – Business
• Flexibility
• Time Frame
Conservation Easement: How?

- Property Analysis:
  - Resources?
  - Threats?
  - Size?
  - Location/Juxtaposition?
  - Title Matters
  - Other?
Conservation Easement: How?

• Funding:
  – Acquisition? (see Property Analysis)
  – Bridging “Multi-Benefits” is Super Handy!
  – Identify Needs?
    • Staff & Consultant Costs; Appraisal, Legal, Title, Baseline, & Closing Costs; Monitoring Costs (forever); F&A, Overhead, Accreditation, etc., Other?
Conservation Real Estate: Basics I

- **Ownership?** Individuals, Trust, LLC, etc.
- **Separated Rights?** e.g., mineral, water, etc.
- **Legal Access?**
- **Leases?** Grazing, farming, hunting, etc.
- **Liens?** debts, loans, etc.
- **Pollution?** (e.g., dumping or other matters?)
Conservation Real Estate: Basics II

• **Title:** clean-up as needed
• **Draft Deed:** *with Landowner!*
• **Appraisal:** Fair Market Value (see Deed)
• **Existing Conditions Report:** BCR/ECR/EDR
• **Purchase Easement:** Transaction Process
• **Monitor...forever.**
Monitoring Basics

• **Annually:** Compliance, Issues, Opportunities, Changes, etc.

• **Guiding Docs:** CE Deed, BCR, AMRs, Aerials, etc.

• **Communication!**
Project “Complex”
The Future?

• Partnerships: Increasing & Invaluable
• Financial Resources: Diversifying
• Project Opportunities: Many, but urgent
Summary Recap

• Cooperative Community: Landowners critical
• Community Partnerships: Critical
• Support & Get Involved: Questions?
Supplementary slides follow
Supplementary slides follow
Applied Conservation:

• Communication + Coordination
• Inclusive & Informed Community Service
• Iterative & Creative
• …rather urgent.
...who else but people like you.
Funding “FOREVER”

• Endowment
• Fundraising
• Other?

2016 Calendar
Northern California Regional Land Trust

Together, we are keeping working lands working and wildlands wild for future generations. Thank you.

www.landconservation.org
(530) 894-7738

March

<table>
<thead>
<tr>
<th>Su</th>
<th>M</th>
<th>T</th>
<th>W</th>
<th>Th</th>
<th>F</th>
<th>S</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
<td>11</td>
<td>12</td>
</tr>
<tr>
<td>13</td>
<td>14</td>
<td>15</td>
<td>16</td>
<td>17</td>
<td>18</td>
<td>19</td>
</tr>
<tr>
<td>20</td>
<td>21</td>
<td>22</td>
<td>23</td>
<td>24</td>
<td>25</td>
<td>26</td>
</tr>
</tbody>
</table>
Implementation

• Informed Local Leadership CRITICAL
  – Land Owners & Managers
  – Community Members
  – Agency Personnel
Endowment $$ Concepts:

• “Restricted” Fund

• Annual Interest Return to Pay:
  – Financial Management of Endowment
  – Offset Inflation (devaluation of $)
  – Monitoring Costs: Staff, Facilities, etc.
Applied Conservation:

- Communication + Coordination
- Inclusive & Informed Community Service
- Iterative & Creative
- ...rather urgent.