

Colorado Coalition of Land Trusts
 Conservation Excellence 2017 Agenda
Wednesday, March 22, 2017

Appraisers ★ Real Estate ✦ CLE ◆				
Time	Driscoll Ballroom	Law School Room 180	Law School Room 190	Law School Room 155
8:00 - 9:00 Registration	Continental Breakfast/ Registration			
9:00 - 9:15	Welcoming Remarks	*	*	*
9:15 - 9:45	Keynote	*	*	*
9:45 - 10:15	CCLT Updates	*	*	*
10:15 - 10:30 Break	Break			
10:30 - 11:45 Session #1	Do the Right Thing (Stewardship Edition) ◆ <i>J. Jay, C. Cufre, D. Erikson, D. Cort</i>	GOCO: A Grant-Writing Workshop <i>M. Frishman, A. Hill, C. Yuan-Farrell</i>	Beyond the Blacktop - Organizing for Habitat and Health <i>S. Daggett, C. Smith, J. Miller, E. Patterson</i>	The Business of Running a Land Trust <i>A. Spitzer, R. Jewett</i>
11:45 - 12:45 Lunch	Lunch			
12:45 - 2:00 Session #2	Conservation Stories <i>facilitated by A. Beezley</i> <i>stories by J. Whisman, N. Fishbein, T. Sprunk, M. Vicek</i>			
2:00 - 2:15 Break	Break			
2:15 - 3:30 Session #3	Conservation in a Changing World ★ ✦ ◆ <i>A. Beezley, M. Vicek</i>	Forest Legacy Program: Our Legacy for Families and Communities ★ ✦ ◆ <i>N. Marcus, C. Harper, S. Parmar, J. Spring, C. Quinlan</i>	Cache la Poudre - On the Trail to Health, Heritage, and Happiness <i>K. Benedict</i>	Strategic Planning for Fundraising <i>D. Allen</i>
3:30 - 3:45 Break	Break			
3:45 - 5:00 Session #4	Putting Humpty Dumpty Together Again ★ ✦ ◆ <i>M. Fales, E. Glenn, L. Kueter, E. Ramey, B. Silberstein</i>	Water Case Law Study ★ ✦ ◆ <i>D. Kueter, S. Parmar</i>	Cultivating Colorado: Options for Sustaining... Food Systems... <i>M. Maraia, T. Abood, D. Sekich, J. Lopez</i>	Working with Foundations - Keys to Success <i>R. Hall</i>
5:00 - 7:00 PM	CONFERENCE RECEPTION			

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Appraisers ★ Real Estate + CLE ◆				
Time	Law School Room 180	Law Schol Room 190	Law School Room 155	Law School 145
8:00 - 9:00 Registration	Continental Breakfast/ Registration			
9:00 - 10:15 Session #5	Colorado Tax Credit Update ★ ◆ <i>B. Silberstein, M. Weston</i>	Colorado Wildlife Habitat Protection Program Update ★ + ◆ <i>A. Nims, A. Kelson</i>	Come fly with me! Aerial perspective <i>R. Boggs, J. Ball, J. Puckett</i>	Succession Planning <i>S. Meyer</i>
10:15 - 10:30 Break	Break			
10:30 - 11:45 Session #6	Legislative and Sunset Review Updates ★ + ◆ <i>A. Barker, E. Glenn</i>	Conservation Redevelop Undevelop: New frontiers in land conservation <i>J. Jay, W. Shelton, C. Reigelman, C. Cufre + ◆</i>	Give Yourself an Out: Know When to Say NO! <i>R. Hall</i>	On Common Ground: Connecting with Supporters, Building Community <i>C. Brown</i>
11:45 - 12:45 Lunch	Lunch			
12:45 - 2:00 Session #7	Appraiser Roundtable ★ + <i>J. Tenneson</i>	Attorney Roundtable ★ + ◆ <i>J. Tenneson</i>	Stewardship Roundtable <i>D. Erickson</i>	Community Conservation Roundtable <i>K. Nackord</i>
2:00 - 2:15 Break	Break			
2:15 - 3:30 Session #8	Current Issues in the Taxation of Conservation Easements ★ + ◆ <i>I. Lodico, J. Walker</i>	Baseline Documentation Above and Beyond ★ + ◆ <i>M. Figgs, M. Moorhead, M. Knott</i>	How to Pick Database Technologies for your Land Trust <i>P. Keogan, D. Whitig</i>	Donor-Centric Fundraising or: How I Got Over Asking for Money and Started Having Fun? <i>E. Oakley- Courage</i>
3:30 - 3:45 Break	Break			
3:45 - 5:00 Session #9	Conservation Easement Case-Law Update <i>J. Jay, A. Beezley ★ + ◆</i>	When ATM's Come Knocking + ◆ <i>Z. Smith, M. Knott</i>	Do You Have Enough? <i>C. Cufre, M. Herz</i>	Stronger Together: Collaborations for Land Trusts <i>S. Meyer, J. Vana, R. Bleiberg</i>

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Session Descriptions

March 22, 9:00-10:15 a.m. – Plenary Session

Welcome and Announcements 9:00am

Amanda Barker, Colorado Coalition of Land Trusts
Rebecca Jewett, CCLT Board and Palmer Land Trust

Keynotes 9:15 – 9:45am

Margaret Sabin, Penrose-St. Francis Health Services
Wendy Jackson, Executive Vice President, Land Trust Alliance

CCLT Updates 9:45 – 10:15am

Amanda Barker, Colorado Coalition of Land Trusts

Wednesday, March 22, 10:30-11:45 a.m.

Do the Right Thing (Stewardship Edition)

Driscoll Ballroom

Jessica Jay, Conservation Law, P.C.
Cheryl Cufre, Colorado Open Lands
Dave Erickson, Aspen Valley Land Trust
Diana Cort, Mesa Land Trust

Once an afterthought in conservation easement transactions, stewardship moves to the forefront of our planning as the conservation movement transitions from acquisition of easements to the maintenance of easements over time. A panel discussion designed specifically for advanced practitioners, this interactive session will present hypothetical stewardship scenarios based on real-life encounters for a panel comprised of land trust and open space stewardship directors. Panelists will outline their reactions, responses, policies, and next steps in addressing the stewardship issues, and especially how to confront and overcome the challenges presented by the specific facts. Panelists and attendees both will provide impressions and resolutions to the hypotheticals on stewardship topics ranging from amendment requests, trespass, weeds, and water, to managing and dealing with second generation landowners.

GOCO 101: A Grant-Writing Workshop & Input Session

Law School 180

Michele Frishman, Great Outdoors Colorado
Amanda Hill, Great Outdoors Colorado
Chris Yuan-Farrell, Great Outdoors Colorado

GOCO open space staff will discuss the grant programs we make available each year to land trusts and local governments. Additionally, we will provide tips on writing successful grant applications and planning enjoyable, informative site visits. We will conclude with a follow-up to our 2016 customer satisfaction survey by asking for feedback on our grant programs and processes. This session will be particularly valuable for new employees of eligible GOCO grantees.

Beyond the Blacktop: Organizing for Habitat and Health

Law School 190

Chris Smith, Colorado Health Foundation's Healthy Places Initiative
Jackie Miller, Great Outdoors Colorado
Emily Pattersn, The Trust for Public Land

We will examine the connections between health and access to urban open space and discuss several related initiatives undertaken in the Denver metropolitan area that are designed to create greater access to wild spaces and deeper engagement with nearby nature to address the health impacts, for children of what has come to be known as nature deficit disorder.

The Business of Running a Land Trust

Law School 155

Rebecca Jewett, Palmer Land Trust
Anais Spitzer, Palmer Land Trust

Although it may not seem like the most glamorous job, the business of running a land trust is precisely what makes on the ground success and deep impact possible. We will share our tips to creating and implementing a successful strategic plan and streamlining the management of land trust financials. Learn how we simplified the tracking of the release of temporarily restricted funds, for example, thereby enhancing the transparency of internal reporting.

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Session Descriptions

Wednesday, March 22 – over Lunch

CCLT Board President Erik Glenn will introduce new *GOCO Executive Director Chris Castilian*. Additionally, Erik will provide a summary of a special year-long project between Colorado Coalition of Land Trusts, Colorado Cattlemen’s Agricultural Land Trust, Colorado Open Lands, Mesa Land Trust and the Gates Family Foundation.

Wednesday, March 22, 12:45-2:00 p.m.

Conservation Stories

Driscoll Ballroom

Facilitated by: Allan Beezley, Allan C. Beezley, P.C
Storytellers: Janis Whisman, Boulder County Parks and Open Space
Nancy Fishbein, The Nature Conservancy
Toby Sprunk, Eagle County Open Space
Marie Vicek, Allan C. Beezley, P.C.

Colorado land conservation community leaders share personal stories and photos about their conservation experiences.

Wednesday, March 22, 2:15-3:30 p.m.

Conservation in a Changing World - Ethical Considerations

Driscoll Ballroom

Allan Beezley, Allan C. Beezley, P.C.
Marie Vicek, Allan C. Beezley, P.C.

Our land trust community faces many challenges in our quest to preserve land, including political, social and moral encounters. This session will discuss our ethical obligations in resolving the many issues we must confront to continue our life’s work in land conservation.

Our Legacy for Families and Communities

Law School 180

Naomi Marcus, Colorado State Forest Service
Claire Harper, USDA Forest Service
Sarah Parmar, Colorado Open Lands
Justin Spring, The Trust for Public Land
Christine Quinlan, The Conservation Fund

Engage landowners, communities, and partners, and conserve Colorado’s priority forestlands with the Forest Legacy and Community Forest and Open Space programs. Explore these programs, recent successes, and lessons learned because these are tools to help enhance forest health, mitigate risks from wildfire, insects and diseases, and inspire community action to raise awareness of the significance of our natural landscapes.

Cache La Poudre- On the Trail to Health, Heritage, and Happiness

Law School 190

Kathleen Benedict- Poudre Heritage Alliance for the Cache la Poudre River National Heritage Area.

“On the Trail to Health, Heritage, and Happiness” is a wellness program that encourages year-round physical/mental fitness on the Poudre Trail. CALA developed the program in partnership with a local hospital for its employees. It is now being adapted into a school-based wellness program for students and their families. The program provides a model for health and wellness by utilizing open spaces and exploring how incorporating gamification can help conservation professionals engage new audiences.

Strategic Planning for Fundraising

Law School 155

David Allen, Development for Conservation

Looking back on the last few years in fundraising, do your trend lines look good? If you keep doing what you’re doing now, will you make your goals this year? How about five years from now? Is your Strategic Plan driving your fundraising? If you answered No to these questions, or if your fundraising is limiting your organizational vision, this workshop is for you. We’ll look at long-term strategies for raising capital funds (including campaigns). We’ll also look at strategies for growing organizational capacity to raise money faster than your current trends might predict. Join fundraising expert David Allen to consider strategies and plans that take longer than 12 months to implement but that might hold the key to unleashing your organizational potential.

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Session Descriptions

Wednesday, March 22, 3:45-5:00 p.m.

Putting Humpty Dumpty Together Again-A Case Study of Transferring Abandoned Easements

Driscoll Ballroom

Erik Glenn, Colorado Cattlemen's Agricultural Land Trust

Larry Kueter, Law Office of Lawrence R. Kueter

Bill Silberstein, Kaplan Kirsch & Rockwell LLP

Ed Ramey, Tierney Lawrence LLC

Molly Fales, Colorado Cattlemen's Agricultural Land Trust

This panel will discuss the process for evaluating and transferring orphaned or abandoned conservation easements to a willing land trust. The discussion will include an overview of the analysis and steps taken to complete the transfer and amendment of 20 conservation easements from Colorado Natural Land Trust to Colorado Cattlemen's Agricultural Land Trust, including the necessary legal analysis for having a court effect the transfer. Perspectives include CCALT, CCALT's legal counsel, CCALT's litigation counsel, and the landowner's attorney

Water Case Law Study: What if the Ditch Goes Away?

Law School 180

David Kueter, Harvey W. Curtis and Associates

Sarah Parmar, Colorado Open Lands

In early 2016, the mutual ditch company which served a conserved parcel voted to dissolve as a corporate entity. The session will detail the circumstances that led to the dissolution of the ditch company, and the steps taken by the landowner and land trust to ensure continued delivery of water to the property and compliance with the easement.

Cultivating Colorado: Options for Sustaining Healthy, Regional Food Systems and the Next Generation of Farmers and Ranchers

Law School 190

Mark Maraia, Maraia & Associates

Tom Abood, Local Food Shift Magazine/Slow Money

Dominick Sekich, Moye White LLP

Judy Lopez, Colorado Open Lands

Across Colorado, local governments are developing ambitious food policy goals calling for increased investment in local food and public health. However, an aging farming population, urban development, soil degradation, and lack of public resources for protecting working farms and ranches present major barriers to achieving these goals. Join a roundtable discussion on how Colorado communities can best work together to protect regional food systems, while promoting sustainable agriculture and cultivating the next generation of land stewards.

Working with Foundations

Law School 155

Reggie Hall- The Conservation Fund

Wonder what it takes to receive a grant from a foundation? Received grants before but want to submit a more compelling application? How do grant makers make decisions? What do they look for? This interactive panel discussion will answer these questions and many more to help you understand the world of foundations, how they evaluate your proposal and how you can better position your group to achieve success and receive their support.

Wednesday, March 22, 5:00-7:00 p.m.
Conference Reception - Law School Forum

Please join us at in the front open atrium of the law school for networking and laughter with colleagues new and old alike. Complimentary beer, wine, and appetizers to start your evening.

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Session Descriptions

Thursday, March 23, 9:00-10:15 a.m.

Colorado Tax Credit Program Update

Law School 180

Mark Weston, Colorado Division of Real Estate
Bill Silberstein, Kaplan Kirsch & Rockwell LLP

Join our discussion and learn about recent developments and the status of the Colorado Tax Credit Program of the Colorado Division of Real Estate. We will address pending applications and processing times for Preliminary Advisory Opinions (PAO) and tax credit applications, as well as changes in the review process. Participants will also learn about the application requirements and provide application pointers.

Colorado Wildlife Habitat Protection Program Update

Law School 190

Amanda Nims, Colorado Parks and Wildlife
Anne Kelson, Colorado Parks and Wildlife

Since 2007, Colorado Parks and Wildlife has provided millions of dollars of grant funding every year to conservation partners across the state through the Colorado Wildlife Habitat Protection Program (CWHPP), effectively protecting hundreds of thousands of acres of critical wildlife habitat, working lands, and providing public access for wildlife-related recreational opportunities to Colorado residents and non-residents alike. Due to the current and delicate political environment, changes to the CWHPP are underway which will affect the conservation community's current and future conservation efforts. Attendees of this workshop will be given an update on the status of the 2017 CWHPP, as well as be provided information on what can be done to support this program so it may continue to be a successful funding source for the Colorado land conservation community.

Come Fly With Me! Using The Aerial Perspective To Raise And Save Money

Law School 155

Julie Ball, Crested Butte Land Trust
Jeremy Puckett, Black Canyon Regional Land Trust
Ryan Boggs, LightHawk

This session will educate participants on the use of no cost aircraft to raise money and fulfill their stewardship obligations efficiently and effectively. Land Trust professionals who have used flights to further engage and cultivate current and perspective donors and to monitor a huge number of easements in a fraction of the time will tell us their stories. The last portion will be a chance for participants to pose real-life scenarios and have a flight plan devised for them.

Why Your Land Trust NEEDS a Succession Plan Now!

Law School 145

Shannon Meyer, Land Trust Alliance

A land trust executive director often holds most of the key knowledge on the organization, its functions and its history. If this person leaves an organization suddenly, the unprepared land trust can find themselves in confusion and turmoil. Land trusts, with their perpetual obligations, need to prepare for the future even more than other organizations. As an organization, your land trust board and staff together need to prepare for both unexpected transitions of leadership and those that are more predictable. This session will guide you through how to put an emergency succession plan into place for your land trust right now. It will also teach you the importance of long term planning for leadership transitions and how you can take steps now to make these transitions better for everyone involved.

Thursday, March 23, 10:30-11:45 a.m.

Legislative and Sunset Review Updates

Law School 180

Amanda Barker, Colorado Coalition of Land Trusts
Erik Glenn, CCLT Board and Colorado Cattlemen's Agricultural Land Trusts

This session will highlight some of the key legislative and regulatory issues impacting the conservation community. The three primary areas of presentation and discussion will be the United States Congress, Colorado General Assembly, and sunset review processes for Colorado programs impacting conservation professionals.

Conservation Excellence 2017
Session Descriptions

Conserve, Redevelop, and Undevelop: New Frontiers in Land Conservation

Law School 190

Jessica Jay, Conservation Law, P.C.
Cheryl Cufre, Colorado Open Lands
Claire Reigelman, Clear Creek Land Conservancy
Wade Shelton, The Trust for Public Land

Like the mantra of Reduce, Reuse, and Recycle, the new frontiers of land protection will be to Conserve, Redevelop, and Undevelop. This session focuses on land trusts as new social entrepreneurs shepherding the movement from large-scale, raw land protection to small-scale, interconnected repurposing of land and its uses. Presenters will share their experiences and examples of working within, and developing new, legal, practical, and functional frameworks for land trusts conserving creating, and interconnecting people and parcels of land for public parks, community gardens, cooperative farms, and public forests; redeveloping, reimagining, and reinventing the already-built environment for new public purposes such as affordable housing, recreation, and community places; and undeveloping, recovering, and restoring developed, degraded, or polluted lands to support revitalized ecological and human systems. Presenters also will use their examples to provide financial, legal, and regulatory guidance for land trusts endeavoring projects on the new frontiers.

Giving Yourself An Out - Knowing When To Say "No!"

Law School 155

Reggie Hall- The Trust for Public Land

In the exuberance of completing projects, it is easy to say "Yes!" to a project that perhaps the organization should say "No!" to. Maybe you said "Yes!" to a great project, but at some point along the line, negotiations took a turn, and the project wound up being not as strong as it should or could be. How do you avoid these pitfalls? This interactive session will help participants sharpen their focus on key parts of the acquisition process that may have significant implications on the permanence of the conservation.

On Common Ground: Connecting with Supporters, Building Community

Law School 145

Carolyn Brown, GreenWave Strategies

Today's complex, politicized world calls us to have great conversations – to connect across any perceived divides and find roots in common ground. How do we (1) listen with an open heart and mind; (2) express our own values and visions, and (3) find fresh new ways to include and involve people? This “outside the box” session will be experiential and practical. We'll weave the threads of health and wellness, community conservation, and unity in diversity as we explore what's most relevant in our local communities.

Thursday, March 23, 12:45-2:00 p.m.

Appraiser Roundtable

Law School 180

This session will bring together different appraisers to speak on common hindrances and issues faced when appraising conservation easement interests. Topics likely to be discussed include: State audit results and the implications for phased easements, increasing importance of mineral interests, and specific challenges in appraising easements.

Attorney Roundtable

Law School 190

Facilitated by Josh Tenneson, Arapahoe County Open Spaces

This session will bring together attorneys from the conservation community to discuss issues facing attorneys who work with conservation organizations.

Stewardship Roundtable

Law School 155

Facilitated by Dave Erikson, Aspen Valley Land Trust

This session is ideal for conservation easement stewardship staff and experienced volunteers. Via peer-to-peer, open discussion, this session provides a key opportunity to network with colleagues, discuss pressing and emerging issues for stewardship, and introduce further engagement with stewardship practitioners across the state. We'll celebrate success stories and provide objective support for troublesome experiences – bring your own examples and come prepared to participate!

Conservation Excellence 2017
Session Descriptions

Community Conservation Roundtable

Law School 145

Facilitated by Kristie Nackord, Infinite Moon Communications

Hear directly from other Colorado land trusts about work they are doing to make conservation real to more people in their communities. Bring your own case studies and questions! This is a roundtable and dialog is encouraged.

Thursday, March 23, 2:15-3:30 p.m.

Current Issues in the Taxation of Conservation Easements

Law School 180

Jim Walker, Lewis Roca Rothgerber LLP

Isaac Lodico, University of Denver's Graduate Tax Program

Messrs. Walker & Lodico will review important Federal and Colorado tax developments, focusing on recent challenges and guidance including new Colorado cases. Discussion will also address planning to avoid or mitigate tax challenges.

Baseline Documentation Above and Beyond the Treasury Regulations: How and Why

Law School 190

Michael G. Figgs, LREP, Inc.

Matt Moorhead, The Nature Conservancy

Megan Knott, Colorado Cattlemen's Agricultural Land Trust

How and why to collect, organize and leverage baseline data that not only meets the Treasury Regulations, but applies the data beyond these standards in order to enhance nearly all aspects of land conservation. Meeting the Treasury Regulations will be discussed. This will be a round table discussion, opening with brief statements, demonstrations of how baseline documentation has been leveraged, and with open audience participation.

How to Pick the Database Technologies for Your Land Trust

Law School 155

Donna Whitig, BackOffice Thinking

Paul Keogan, BackOffice Thinking

It's time to make a change in your core database technology. Why? Your staff are spending way too much time entering data in multiple places, you can't easily get the land management, member, or donor information you need - the list goes on and on. However, choosing a technology is not something you've done often and you're not sure how best to approach it. In this short session, we can't pick the right software for your land trust, but can help you determine the key factors and give you an approach to make the best decision.

Donor-Centric Fundraising or: How I Got Over Asking for Money and Started Having Fun

Law School 145

Erica Oakley-Courage, Palmer Land Trust

Fundraising – a word that strikes panic into the hearts of non-profit professionals and Board members. In this interactive and engaging session you'll learn about the cycle of development and how to ask for money while keeping your donor at the center of the process and your fear at a minimum. By making your donor the star, you'll discover how to stand out among the organizations in your community.

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Session Descriptions

Thursday, March 23, 3:45-5:00 p.m.

Conservation Easement Case-Law Update

Law School 180

Jessica Jay- Conservation Law P.C.

Allan Beezley- Allan Beezley P.C

This session will update attendees on the prior twelve month's important legal cases relating to perpetual conservation easements, including judge-made law surrounding property taxes, state income taxes and credits, easement defense and enforcement, neighbor or third party standing, water rights, amendment, termination, and third party trespass. Specific emphasis will be placed by the presenters on Colorado cases and the evolving interplay between state statutes, regulatory guidance, and judge-made law.

When ATMs Come Knocking: Practical Considerations for Land Trusts on Alternative Water Management Strategies

Law School 190

Zach Smith- Colorado Water Trust

Megan Knott- Colorado Cattlemen's Agricultural Land Trust

In the last three years, six of the Colorado Water Trust's streamflow restoration projects have had some nexus with the land conservation community. Learn from the Water Trust how these projects benefit landowners and rivers and how they are structured. CCAAL will weigh in on what considerations and steps go into analyzing these alternative water management proposals from the land trust perspective, and how monitoring and stewardship may change as a result.

Do You Have Enough?

Law School 155

Cheryl Cufre- Colorado Open Lands

Martin Herz- Colorado Open Lands Foundation

The question every land trust should ask itself is, "how much is it going to cost to steward and enforce our conservation easements in perpetuity?" Are you relying on potentially outdated rules of thumb to decide? This session will demonstrate one way to determine how much your land trust potentially needs in their stewardship endowment. We will discuss how variables such as your investment choices could impact endowment needs. No finance knowledge required to participate!

Stronger Together – Collaboration Opportunities for Land Trusts

Law School 145

Shannon Meyer, Land Trust Alliance

Jordan Vana, Colorado Open Lands

Ilana Moir, Mesa Land Trust

The work of land trusts is forever – but how can we ensure we will be sustainable? Sometimes sustainability depends on help from our friends, sometimes we are literally stronger together. This session will provide information and stimulate discussion about ensuring the sustainability of land trusts as a community. There are many ways that land trusts can and do collaborate to increase their impact, pursue their mission and sustain their organizations but for a variety of reasons, many of these tools are underutilized. Even small combined efforts with other organizations can streamline your bottom line and take some pressure off your internal capacity. We will explore a range of collaborative opportunities along the spectrum of collaboration from shared back office help to full mergers. Participants will learn about real world examples and will have the opportunity to explore hypothetical collaborative opportunities in small group exercises to heighten the learning experience.

Conservation Excellence 2017 Speaker Biographies

Tom Abood is a co-founder of Local Matters LLC in Denver one of four investment groups in Colorado inspired by Slow Money. He is also an active investor in RSF Social Finance and numerous other organizations that are committed to high social and environmental impact investments where planet and people returns are more important than financial returns.

David Allen Since 2003, David has worked with land trusts and other non-profit conservation organizations under the business name Development for Conservation, focusing on fundraising assessment (development audits) and major gift development training. He is a regular presenter at the Land Trust Alliance's national conference, "Rally," as well as several other regional land trust conferences. In addition to development audits and major gift development training, he also offers capital and annual campaign consulting services.

Julie Ball works to engage the community in the Land Trust's work of protecting lands for views, recreation, wildlife habitat and ranching. She started in Development at TNC's Adirondack Chapter, and then for 17 years Julie involved donors in philanthropy and advocacy on behalf of the Adirondack Park at the Adirondack Council.

Allan Beezley represents national, statewide and local conservation organizations as well as governmental agencies in land conservation matters in Colorado and throughout the western United States. Allan has been involved in about 2000 land conservation transactions since 1991. Prior to founding his own firm, Allan was the Western Regional Counsel for The Nature Conservancy, managing shareholder of Dietze, Davis & Porter, P.C. (Boulder), where he represented three national title insurance companies on title claims, an Assistant Boulder County Attorney, and a Judicial Law Clerk for Judge Edwin Ruland of the Colorado Court of Appeals. Allan was a Peer Reviewer for the Land Trust Alliance publication "Acquiring Land and Conservation Easements" (2009), and has presented at national, regional and statewide conferences on a variety of conservation topics

Amanda Barker is the Executive Director at Colorado Coalition of Land Trusts and has been with the coalition in various roles for six years. She has a masters in Environmental Policy and Planning from the University of Michigan, focusing on conflict resolution and collaborative land management in the West. She started her career in land conservation in Peace Corps Madagascar 2005-2008.

Kathleen Benedict is the Executive Director of the Poudre Heritage Alliance for the Cache la Poudre River National Heritage Area, is a graduate of Purdue University and the University of Colorado. She has a background in landscape architecture and a deep interest in history, particularly the historical influence of the Poudre River.

Ryan Boggs is the Chief Program Officer for LightHawk, guiding the strategic vision and direction for the programs of the organization and oversees six program staff that work to implement the vision. He served as executive director of Legacy Land Trust, as well as nine years with The Nature Conservancy.

Carolyn Brown-With strong roots in the Land and 30 years of communication and outreach experience, Carolyn Brown helps land trusts attract and inspire supporters to get involved -- using the best new tools and old. She provides strategic planning, message development, social media, websites, outreach materials and board/staff training to help organizations call in the people, resources and actions needed to meet their goals.

Diana Cort has been with the Land Trust since 2000, working in fundraising, outreach and easement stewardship. As the organization grew, a full-time development officer was hired and Diana became the Stewardship Director. Her duties include conservation easement monitoring & administration, legal issues, landowner relations, as well as continued outreach efforts. Diana has a B.S. in Business Administration from the University of Arizona and spent 15 years in account management and consulting in employee benefits. She is an avid whitewater rafter and also enjoys hiking, skiing, snowshoeing and landscape photography.

Cheryl Cufre joined Colorado Open Lands as a Land Steward with over 9 years' experience with Geographic Information Systems and having worked previously as a rangeland consultant and GIS specialist. Growing up on a small farm in Wisconsin, Cheryl moved to Colorado in 1996 and fell in love with its short-grass prairies. Cheryl has a M.S. in Rangeland Ecosystem Science from Colorado State University and a B.A. in Geography and Environmental Studies from the University of Colorado. Her graduate research at CSU focused on investigating community-based collaborative resource management processes in northwest Colorado. Her interest in rangeland ecology has also led

Conservation Excellence 2017 Speaker Biographies

her to the semi-arid Chaco ecosystem of Argentina where she worked with ecologists and ranchers in developing improved range management strategies for subsistence ranching.

Dave Erickson was born and raised in Saratoga Springs, N.Y. and first moved to Colorado to attend Fort Lewis College in Durango. After completing his undergraduate degree in Environmental Biology, he worked for the Teton Regional Land Trust in Driggs, Idaho where he gained a deep appreciation for the important work land trusts do. He has also worked as a field biologist and natural resource specialist across the U.S. and in the East African country of Tanzania. He completed a masters degree in Wildlife Science at the University of Arizona and eventually found his way to the Roaring Fork Valley, where his wife is grew up. Dave joined AVLT in January of 2015 and currently lives in Carbondale.

Molly Fales is the Director of Conservation Transactions at CCALT where she manages conservation easement transactions. In addition to working to conserve Colorado's agricultural lands, she grew up on a ranch outside Carbondale, which is now under a conservation easement. Molly holds a B.A. from Dartmouth College and a law degree from the University of Oregon School of Law. She is a member of the Colorado Bar.

Michael G. Figs- Over thirty years' experience in natural and cultural resource management, land use planning, land conservation, and public policy. Natural and cultural resource baseline inventories conducted on more than four hundred twenty properties on over 674,000 acres of land in thirty-nine Colorado counties.

Nancy Fishbein is currently the Director of Protection at The Nature Conservancy's Colorado Program, where she has worked on land protection since 1991. During her tenure at TNC, Nancy has overseen the conservation of over 1,000,000 acres of Colorado's important places, including the acquisition of the Baca Ranch and the formation of the Great Sand Dunes National Park. Nancy has served as a board member to CCLT and as a commissioner on the Conservation Easement Oversight Commission. Prior to joining TNC, Nancy worked at World Wildlife Fund in Washington DC and at the Adirondack Park Agency in New York's Adirondack Mountains, where she also ran a canoe outfitting and guide service. Nancy holds a Master's of Science degree from the University of Michigan's School of Natural Resources and a BA from Middlebury College.

Michele Frishman is the GOCO Open Space Program Manager, joined GOCO in 2015 after spending 10 years as a Denver Water Attorney, where she focused on transactional matters. At GOCO, she manages the Protect Initiative and the open space and conservation excellence grant programs. Michele, her husband and two children love to explore all Colorado has to offer.

Erik Glenn is the Executive Director of the Colorado Cattlemen's Agricultural Land Trust (CCALT). Previously, he served CCALT as its Deputy Director facilitating more than sixty conservation easement transactions. Erik holds a Bachelor of Science in Natural Resources Management from Colorado State University, a Master of Resource Law Studies from the University of Denver Sturm College of Law, and an Executive MBA from the Daniels College of Business at the University of Denver. Erik also serves on the Board of Directors of CCLT.

Reggie Hall grew up and was educated in New England attending Williams College and Vermont Law School where he received his JD and MSEL degrees. For 3 years, he served as the Director of Land Protection at the Carolina Mountain Land Conservancy in Hendersonville, NC. He currently is the Director of TCF's \$50 million-dollar Land Conservation Loan Program which provides financing and technical assistance to conservation groups across the United States and Canada.

Claire Harper is a program manager for the US Forest Service's Rocky Mountain Region in State & Private Forestry. She oversees the Forest Legacy and Community Open Space grant programs, as well as water and energy related partnerships. Claire joined the Forest Service in 2002 as a Presidential Management Fellow and since then has served in a variety of roles at both the national and regional levels. Other experience includes helping manage a family forestry and sawmill business in her hometown of Westcliffe in southern Colorado. Claire received a Master's in natural resource policy & economics from Duke University and a Bachelor's in biology from the University of Colorado. She enjoys spending time outdoors hiking, backpacking, skiing, and kayaking with her husband and two kids (ages 7 and 11).

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Martin Herz is the President of the Colorado Open Lands Foundation. He earned an M.B.A. with a concentration in Finance from The University of Chicago Booth School of Business. Martin holds the Chartered Financial Analyst designation.

Amanda Hill is the GOCO Open Space Program Coordinator, prior to joining GOCO in 2013, Amanda worked at Palmer Land Trust and as a Colorado Conservation Trust Future Leaders Fellow. In addition to due diligence work, Amanda manages the transaction costs grant program. She spends her outdoor time on the ski slopes, on the river, or on hiking trails.

Jessica Jay Founder and principal attorney of Conservation Law, P.C., a law firm devoted to ensuring the permanence of land conservation through sound transactions. Jessica represents easement holders and landowners to conserve working landscapes and environmentally significant properties in the Rocky Mountain West. She engages easement holders, professionals, and landowners in educational workshops, and guides the next generation of land conservationists through her Land Conservation Law courses at the Vermont Law School and the Denver University Law School. Jessica collaborates with the conservation community to design new conservation incentives, shape emerging conservation law, and discover new frontiers in land conservation.

Rebecca Jewett has led Palmer Land Trust as Executive Director since 2014. With over a decade of experience in the outdoor and conservation fields, she has overseen the planning, management, and implementation of countless environmental restoration, stewardship, and conservation projects working with government agencies, stakeholders, and the public. Rebecca also serves on the Board of Directors of CCLT.

Anne Kelson is the manager of Colorado Parks & Wildlife's Real Estate Section. Colorado Parks & Wildlife currently holds or oversees more than 250 conservation easements, more than 220 public access easements, over 600,000 acres leasehold interests, and nearly 400,000 acres in fee title. Through the CPW Colorado Wildlife Habitat Protection Program (the "RFP program"), and other work, the Real Estate Section continues to acquire thousands more acres in conservation easement, public access easement, leasehold, and fee title interest every year. Prior to working with Colorado Parks & Wildlife, Anne practiced real estate law for twenty years, in both private and public practice, and for ten years was lead counsel to the Jefferson County Open Space program. Anne has spoken on land conservation matters at CLE seminars, and at annual conferences for COSA, CCLT and numerous other organizations.

Paul Keogan is the Founder and Principal at BackOffice Thinking. Paul has been a leading technology consultant for the past 20 years. Paul's passion is to transform his client's use of technology to better serve and engage their constituents, grow their donor base, and run their organizations more effectively. He consults with nonprofit executives on technology, finance, and communication strategy and, with the BackOffice Thinking team, has led numerous software selection, design, and implementation projects throughout the U.S.

Megan Knott serves as the Director of Stewardship for CCALT. Megan is charged with ensuring that CCALT meets our commitment to perpetually uphold the terms of each of our conservation easements. She provides feedback on all projects to ensure that all easement terms are enforceable and spearheads the annual monitoring program. Megan joined CCALT in 2008. She has a Bachelor of Arts from Holy Cross and has Masters degrees in Forestry and Environmental Management from the Nicholas School at Duke University.

Larry Kueter is an attorney in Denver who has served as legal counsel to the Colorado Cattlemen's Agricultural Land Trust since its creation in 1995. Since 1990, he has been involved in over 500 conservation transactions conserving over three quarters of a million acres of land. In 2004 and 2005, he co-chaired the Land Trust Alliance's Standards and Practices Program Design Steering Committee and he was a member of the Board of Directors of the Land Trust Alliance from 2006 through 2015. He was the founding chair of the Land Trust Accreditation Commission and served in that role from 2006 through 2014. In September, 2013 he was awarded the Kingsbury Browne Conservation Leadership Award by the Land Trust Alliance and the Lincoln Institute of Land Policy.

David Kueter is an attorney with over fifteen years of experience in water law, real property law, and conservation easements. He has presented or co-presented workshops on conservation easements and water issues at the 2010, 2011, 2013, 2015 and 2016 Conservation Excellence conferences.

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Isaac Lodico is an assistant professor of the practice of Taxation at the University of Denver's Graduate Tax Program. He lectures broadly on tax matters, including natural resources taxation, taxation of trusts and estates, and consolidated group transactions.

Judy Lopez joined the Colorado Open Lands team after serving for eleven years at the Rio Grande Watershed Conservation and Education Initiative as Executive Director. She attended Adams State University where she earned a BA in Education and a BS in Geology. Judy's commitment to building relationships around conservation in Colorado's beautiful San Luis Valley have well-prepared her lead COL's initiatives in the valley in their first satellite office.

Mark Maraia is a serial entrepreneur for three companies and author of two business books who devotes most of his energy to his work as an impact investor. As an impact investor Mark invests in those people and companies that we can't live without like clean food, clean soil, clean water and clean energy. He's an active member of several investment clubs that support the small farmer and local food ecosystem in Colorado.

Naomi Marcus-For the past 13 years, she has worked with the Colorado State Forest Service in a variety of positions. Naomi is currently the Forest Stewardship Coordinator overseeing forest stewardship and conservation programs. Naomi cherishes the connections she has developed with landowners and values the partnerships who help make a significant, positive impact in their communities. Naomi lives in Frederick, CO with her husband, David, and their two sons.

Shannon Meyer is the Land Trust Alliance's Southwest Program Manager. Based in Carbondale, Colorado, Shannon works closely with land trusts in Colorado, New Mexico, Arizona, Utah, Nevada, Texas, and California to deliver Alliance services designed to enhance the capacity and effectiveness of land trusts in the region. In her position, Shannon works with land trust board and staff to help them advance their organizational sustainability and conservation impact. She also collaborates with state and regional associations of land trusts and specific landscape level initiatives to advance our organizations' mutual goals. Prior to joining the Alliance, Shannon worked in the Colorado land conservation community for over eleven years as Associate Director of the Aspen Valley Land Trust (AVLT), and as a consultant to land trusts and landowners throughout the West.

Jackie Miller has worked to implement GOCO's mission for a decade. Through various roles, Jackie implemented GOCO's park and trail development programs and designed special initiatives such as the School Yard Initiative. Most recently, Jackie led GOCO's 2015 statewide strategic planning effort which resulted in a plan that presents opportunities for GOCO and its partners to find new ways of collaborating that produce better outcomes for Colorado's people, places, and wildlife. In 2015, Jackie also launched the Inspire Initiative, an innovative grant program aimed at getting more kids outside from the backyard to the backcountry. Jackie received her bachelor's from Saint Michael's College and is a 2016 fellow at the Harvard Kennedy School of Executive Education. Jackie and her husband, Scott, are New York transplants, happy to be raising two Colorado native girls. Jackie oversees GOCO's Inspire and School Yard Initiatives.

Ilana Moir is the Director of Conservation at the Mesa Land Trust. She has been with Mesa since 2005 and leads conservation work in areas targeted by the Buffer Program, along the Unaweep Tabeguache Scenic Byway, and the Glade Park Initiative. She writes grants, carries out computer mapping and GIS assignments, and expands land protection planning to additional areas of western Colorado. A native of Western Colorado, Ilana returned after receiving her Master's degree in Environmental Management at Duke University and a B.A from Smith College. Ilana enjoys co-leading the local community garden, being involved with bike advocacy work, and spending time in the great outdoors. Ilana also serves on the Board of Directors of CCLT.

Matt Moorhead Southeast Colorado Program Director for The Nature Conservancy for over 17 years. Covering land protection, community relations, partnerships, and conservation education. Matt's work is focused on the functional protection of a prairie landscape approaching 5 million acres through innovative transactions and conservation stewardship projects.

Kristie Nackord is the founder and chief communicator of Infinite Moon Communications. Formerly with San Isabel Land Protection Trust as the director of development, Kristie now works with land trusts across the West and is passionate about helping them protect our open spaces and beautiful places, water, and wildlife habitat.

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Amanda Nims joined Colorado Parks and Wildlife in 2017 and is responsible for managing the annual grant funding program known as the Colorado Wildlife Habitat Protection Program (CWHPP). She is also responsible for managing the State's Conservation Easement Monitoring Program. Amanda has over 13 years experience working in private land conservation across 3 states. Prior to joining CPW, Amanda worked for 6 years at Colorado Open Lands as a senior project manager, working with multiple partners to complete complex land, water, and public access conservation deals across the state of Colorado.

Erica Oakley-Courage has been the Development Director at Palmer Land Trust since April of 2015. Prior to that, she worked as the Corporate Market Director at the American Heart Association. Erica was named the 2016 Southern Colorado Association of Fundraising Professional's Outstanding Emerging Fundraising Professional and is a member of the Institute for Leaders in Development's Class of 2017.

Sarah Parmar has been with Colorado Open Lands for nearly a decade and leads their conservation team. Sarah is a strong advocate for land trusts increasing their awareness of water rights issues. She completed the Colorado Foundation for Water Education's Water Leaders program in 2013.

Emily Patterson is a project manager overseeing Colorado's Neighborhood Parks and Trails Program. Ms. Patterson comes to The Trust for Public Land from Alta Planning + Design's Boulder office, where she was a senior planner responsible for identifying, managing, and executing park, open space, and trail planning projects. Her past work includes projects with Colorado Parks and Wildlife, United States Forest Service, National Park Service, Mesa Land Trust, and several Colorado cities including Alamosa and Boulder among others. A native of Atlanta, Ms. Patterson earned a Bachelor's Degree in Anthropology and a Master's Degree in Landscape Architecture from the University of Georgia. Her research includes unique planning strategies to help strengthen the connection between people and nature, and she has spoken at conferences across Colorado on the topic of nature deficit disorder and nature play on public lands. Ms. Patterson is an appointed member of the City of Longmont's Art in Public Places Commission.

Jeremy Puckett joined Black Canyon Regional Land Trust in 2014, taking on stewardship responsibilities for 340 conservation easements covering roughly 53,500 acres across the western slope. He holds a MS in Environmental Studies from the University of Montana and a Graduate Certificate in GIS from the University of Denver. His professional experience includes conservation advocacy, environmental consulting, and county-level GIS

Christine Quinlan joined The Conservation Fund in 1998 and has facilitated conservation acquisitions in Colorado, Wyoming and Nebraska that include additions to national parks and other federally protected areas, creation of new state parks, conservation of private ranch and forest lands, and preservation of local open spaces. She has served on the Colorado State Forest Service Stewardship Committee since 2001, and is a past chair of the Boulder County Parks & Open Space Advisory Committee (1999 – 2007). Christine also helps manage her family's cattle ranch in northeast Colorado.

Ed Ramey As a litigation attorney with the good fortune to have worked for years down the hall from several of the nation's top conservation easement practitioners – notably including Larry Kueter and Bill Silberstein – Ed has been able to help his transactional friends navigate the sometimes stormy waters of lawsuits and courtrooms. This has often included assisting them in translating technical expertise first into common English and then into court-speak, filing the right papers at the right time in the right courts, dealing with unpleasant adversaries, and helping everyone find their way through the murky judicial process and into and out of the appropriate courthouses. For Ed, it has always been an adventure and an education.

Claire Riegelman is the Executive Director of the Clear Creek Land Conservancy. Prior to joining CCLC, she gained land trust experience in Colorado through work for the Nature Conservancy and the Mountain Area Land Trust. Further, she has worked on contentious natural resource management issues while working for the National Park Service in the Environmental Quality Division, and as a licensed Colorado attorney, she has experience in legal ethics and civil and criminal law.

Dominick Sekich is a partner at Moye White LLP where he provides strategic counsel in complex real estate and regulatory matters, including agriculture and sustainable development. A lifelong Coloradan, having grown up on the farm his great-grandfather farmed, Dominick has seen the effects of development and works to support causes that support growth while conserving the historic significance of communities and western heritage.

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Wade Shelton has sixteen years of experience in land conservation and environmental restoration, and he has completed a diverse range conservation projects throughout Colorado in urban and rural landscapes, including building successful conservation programs in Denver and the Upper Arkansas Valley. Wade has also completed projects for the Brandywine Conservancy, built a professional-based conservation program for the Eno River Association, and has managed waterway restoration projects in Baltimore County. He has Bachelors in Environmental Management from Colgate University, a Masters of Environmental Management from Duke University, has studied wildlife management in Kenya, and has been published in the Carolina Planning Journal.

Bill Silberstein is a partner in the law firm of Kaplan Kirsch & Rockwell LLP who has built a land conservation practice that has a national reputation for excellence. Mr. Silberstein earned a bachelor's degree in conservation and focused his law education at the University of Colorado on environmental issues. He is a frequent lecturer and author on conservation easements and other conservation topics. He has represented landowners and conservation organizations in hundreds of conservation easement transactions and in over 30 IRS audits of conservation easements. Mr. Silberstein is a member of the Land Trust Alliance Conservation Defense Committee and is counsel to CCLT.

Chris Smith is a senior program officer in the Healthy Living philanthropy area at The Colorado Health Foundation where he is engaged in a variety of projects and initiatives to promote healthy schools and communities throughout the state. Prior to joining the Foundation in 2012, he was responsible for managing the City and County of Denver's affordable housing programs. Christopher is a licensed Colorado architect and holds Master of Architecture and Master of Arts in Urban Planning degrees from the University of California, Los Angeles.

Zach Smith has been the Colorado Water Trust staff attorney since 2010, where he develops and manages water rights transfers and other projects that benefit Colorado's rivers and streams. A Denver native and a DU Law graduate, he is an alum of the Colorado Foundation for Water Education Water Leaders program and is the current President of the Colorado Watershed Assembly Board of Directors.

Anais Spitzer- She grew up working the land in rural Texas. She has extensive experience in developing operational and strategic planning, creating and implementing programming, growing community engagement, and building partnerships. Prior to joining Palmer, she grew TrueSport from a grassroots initiative to a youth program that reached over 1.5 million people.

Justin Spring-As the Colorado Director for Land Protection at The Trust for Public Land, Justin manages the land protection team and is responsible for identifying, negotiating, funding and closing real estate transactions. Since 2002, he has facilitated the protection of over \$50 million of property across Colorado ranging from small urban parks, to working farms and ranches, and high country mining claims. Justin serves on the Board of the Colorado Coalition of Land Trusts, the Colorado Forest Stewardship Coordinating Committee, and is a mentor for the Public Interest Fellowship Program at Colorado College. In his spare time, he enjoys spending time with his family, coaching soccer, running, and biking.

Toby Sprunk spent 12 years at Douglas County Open Space as a Natural Resource Specialist, then worked Mountain Area Land Trust for a year and half, and has been Eagle County's Open Space Director since 2011. Toby has facilitated a broad range of partnerships in Eagle County that have doubled the number of protected acres through fee title purchases and conservation easements. These projects have significantly increased recreational access to beautiful places, federal lands and rivers. Prior to working in land conservation Toby was an environmental educator, worked on an organic farm and a plant nursery, attended graduate school at the University of Wyoming and briefly interned in the financial services industry....

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Josh Tenneson is a Colorado native who proudly holds the position of Grants and Acquisitions Manager for Arapahoe County Open Space. He is a two-time University of Colorado graduate with B.A. in Political Science and a Juris Doctorate. Josh obtained a Colorado Conservation Trust Fellowship in 2007, worked for four years as the Programs Director of the Palmer Land Trust (2007-2011), and then acted as the Open Space Program Manager at Great Outdoors Colorado (2011-2015). He served on the Conservation Easement Oversight Commission for two years and currently sits on the Colorado Open Space Alliance Steering Committee. Josh is excited to work on conservation and recreation issues, and he has participated in over 125 private conservation and public open space transactions to date. You can find Josh roaming Colorado's least traveled trails with his wife, daughter, and two pups. Josh also serves on the Board of Directors of CCLT.

Jordan Vana serves as Colorado Open Lands' Director of Programs. Prior to joining COL, Jordan worked as Director of Programs for the Colorado Conservation Trust, Director of Conservation for the Green River Valley Land Trust (Wyoming), and as a real estate and estate planning attorney in Montana. Jordan also serves on the Board of Directors of CCLT.

Marie Vicek graduated from the Denver Paralegal Institute in 2001 and has a B.A. from Hampshire College (MA) (1992). Marie has been a paralegal at Allan C. Beezley, P.C. in Boulder since 2001. During that time she has worked almost exclusively on land conservation matters and has been involved in approximately 1250 land conservation transactions. Prior to her land conservation work Marie worked for a domestic relations law firm in Boulder, CO. Marie has presented at national, regional and statewide conferences on a variety of conservation topics, including Title Review in Land Conservation, Minerals and Conservation Issues, and Drafting Conservation Easements.

Jim Walker is the Senior Tax Partner and Senior Trust and Estate Partner with Lewis Roca Rothgerber LLP in Denver, Colorado. He is the Chair of the Taxation Practice Group and Trust and Estate Practice Group. His broad practice includes expert tax planning and taxpayer defense including defense of easement donors.

Mark Weston is the conservation easement program manager within DORA's Division of Real Estate. The program both certifies organizations wishing to hold easements for which state tax credit will be claimed, and issues the credits to easement donors. Before joining state government, Weston practiced as a real estate appraiser for 30 years, with a focus on valuation of conservation easements.

Janis Whisman is the Real Estate Division Manager for Boulder County Parks and Open Space. She started her land conservation career 28 years ago with a stint coordinating the attorneys suing Exxon on behalf of the environment following the Exxon Valdez disaster. Janis has been with Boulder County for nearly 12 years, and she formerly worked for Great Outdoors Colorado and The Nature Conservancy.

Donna Whitig is an information technology consultant and project manager with over 20 years of experience working with nonprofit organizations. Donna architected and built LOCATE in 2013 and has led all LOCATE implementations to date. She is a Salesforce certified administrator, certified sales cloud consultant, and holds a degree in the Management of Information Systems from the Widener University. Donna also leads the Salesforce's Delaware Valley nonprofit users group. Previously, Donna worked for a large management consulting practice as the Manager of the software implementation team, served as Director of Information Technology for an international trade association.

Chris Yuan-Farrell- His decade in conservation includes working as a landscape ecologist with The Nature Conservancy and as a Doris Duke Conservation Fellow and Colorado Open Lands Conservation Fellow. He manages GOCO's habitat restoration grant program. Outside of work, Chris is an avid mountain biker always looking for new places to explore.