

A photograph of two people riding horses in a grassy field. The person on the left is wearing a red cap and a dark jacket, riding a light-colored horse. The person on the right is wearing a white cap and a dark jacket, riding a dark horse. The background shows a fence and trees under an overcast sky.

# The Role of Land Trusts

In Partnership with Landowners

Frank Davis, Director of Land Conservation



# Long-term Dreaming and Planning

Helping landowners build a compelling vision

# Long-term Dreaming and Planning

Planning for forever: Considering successor landowners

# Long-term Dreaming and Planning

Education on conservation values & conservation easement  
process

Long-term Dreaming and Planning

Educating on restrictions & rights

# Fulfilling the Vision



# Fulfilling the Vision

Monitoring and recordkeeping according to best practices

## Fulfilling the Vision

Providing technical assistance and resources on financial incentives



## Fulfilling the Vision

Meeting landowners' needs while maintaining the  
conservation values

# Fulfilling the Vision

Maintaining financial capacity for stewardship

## Fulfilling the Vision

Defense and enforcement (typically successor landowners)

## Selecting a Land Trust



# Selecting a Land Trust

Land trust mission and geographic area

Selecting a Land Trust

Finding common ground

# Selecting a Land Trust

Makeup of board and staff

# Selecting a Land Trust

## Qualifications



# Selecting a Land Trust

Experience & relationships

# Selecting a Land Trust

Financial capacity (stewardship fund)

# The Transaction Process



# Transaction Costs

Planning for the future of your (likely) greatest asset

## Transaction Costs

Current Survey: Typically covered by landowner

## Transaction Costs

Title insurance policy: Typically covered by landowner

## Transaction Costs

Environmental review: Typically covered by land trust

## Transaction Costs

Baseline Documentation Report: Typically covered by land trust



## Transaction Costs

Stewardship fund contribution (not mandatory): \$10K-100K

## Transaction Costs

Tax Appraisal: Covered by landowner

# Transaction Costs



## Transaction Costs

Legal fees: Depends on easement complexity

# Financial Incentives



Questions?



## Contact Information

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