

*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!**

· Project Income	1
· Net Income Pass Through	2
· Pending (80% chance)	3
· Donations & Member	4
· Interest Income	5
· Quarterly Transfer from Other	6
· Other Income	7
· Payroll Expenses	8
5110 · Wages & Salaries	9
5120 · Employer's Bur	10
5130 · Employee Bene	11
5140 · Worker's Comp	12
5660 · Commission &	13
5100 · Payroll Expens	14
· Professional Fees &	15
5210 · Field	16
5220 · Legal & Account	17
5230 · Other Outside S	18
5240 · Title & Closing	19
5200 · Professional F	20
· Operations	21
5310 · Advertising & P	22
5320 · Bank/Fund Mng	23
5330 · Tax, Licenses & Permits	24
5340 · Insurance	25
5350 · Interest & Penalties	26
5370 · Postage & Shipping	27
5380 · Printing & Publications	28
5390 · Supplies	29
5395 · Equipment Rental	30
5400 · Tools, Equip. & Furniture	31
5410 · Repairs & Maintenance	32
5300 · Operations	33
· Conference & Education	34
· Travel & Transportation	35
5610 · Mileage & Fuel	36
5630 · Meals & Entertainment	37
5640 · Travel & Lodging	38
5600 · Travel & Transportation	39
· Rent & Utilities	40
5710 · Rent	41
5720 · Rent Offset	42
5730 · Communications	43
5740 · Utilities	44
5700 · Rent & Utilities	45
· Dues/Subscriptions	46
· Misc. Expenses	47

Recording requested by and recorded please return to:  
[Grantee's name & address]



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**DEED OF AGRICULTURAL CONSERVATION EASEMENT**

This Deed of Agricultural Conservation Easement is granted on this \_\_\_\_ of \_\_\_\_\_ 2015, by [Landowner's name], [Ownership status], having an address at [Landowner's address] ("Landowner"), to [Grantee's name], a California nonprofit public benefit corporation, having an address at [Grantee's address] ("Grantee"), for purpose of forever conserving the agricultural productive capacity and open space character of this property.

**RECITALS**

A. The Landowner is the sole owner in fee simple of the [farm/rangeland] property ("Property") located at [address] and generally depicted in Exhibit A. The Property consists of approximately [square feet] of land in [County], California.



# Conservation Easements

## 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:

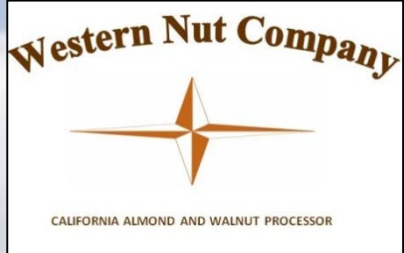
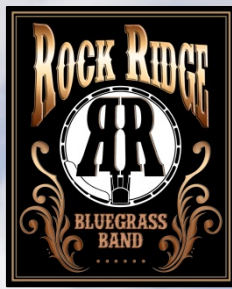
- Agricultural Community
- Non-Ag Business Leaders
- Local Representatives & Government Staff
- Outdoor Recreationist
- Conservationists (ALL kinds)



*Informed Local Leadership CRITICAL*



Nicolaus Nut Company



...private partners!





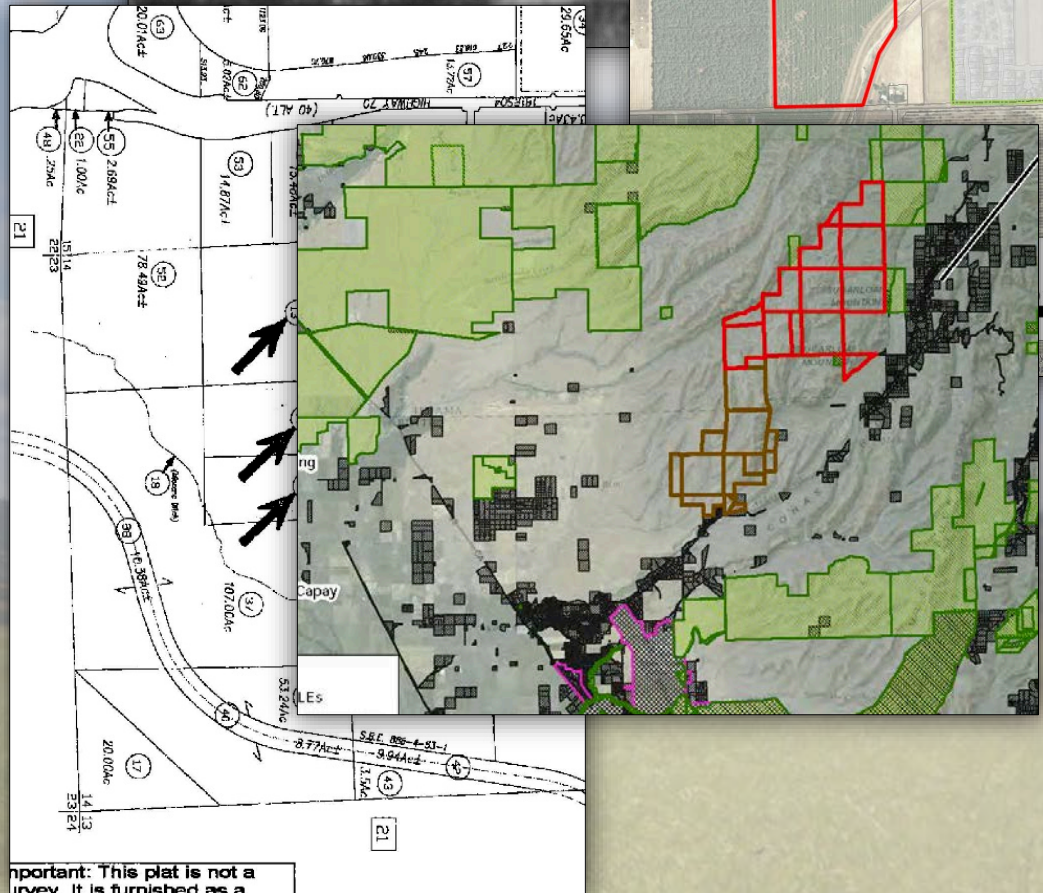
# Landowner: Initial Discussion

- **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?)



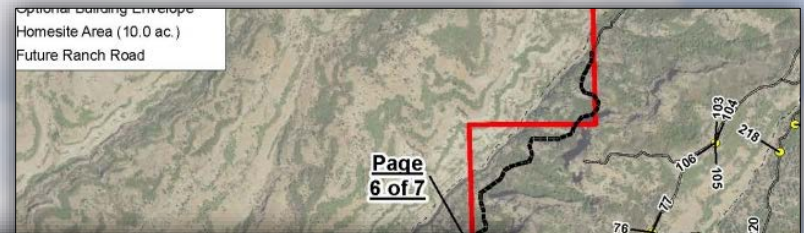
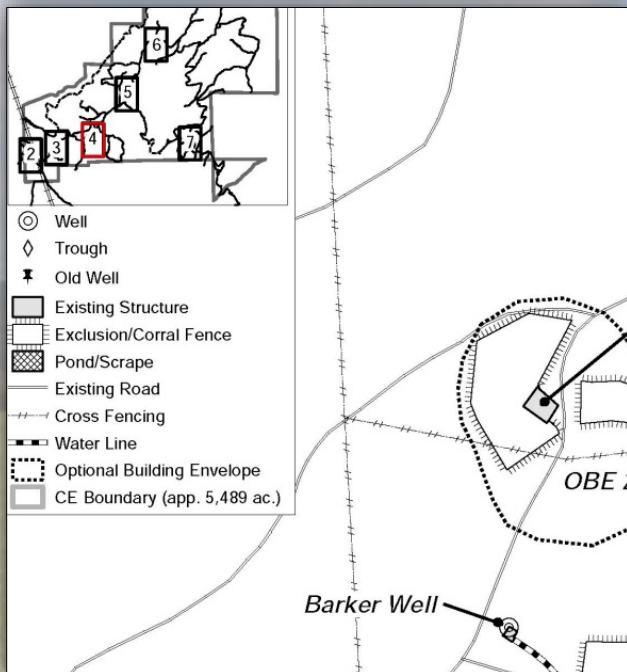
# Conservation Real Estate: Basics II

- **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.*

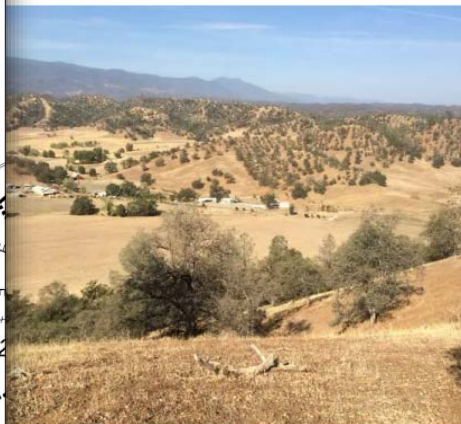


# Monitoring Basics

- **Annually:** Compliance, Issues, Opportunities, Changes, etc.
- **Guiding Docs:** CE Deed, BCR, AMRs, Aerials, etc.
- **Communication!**



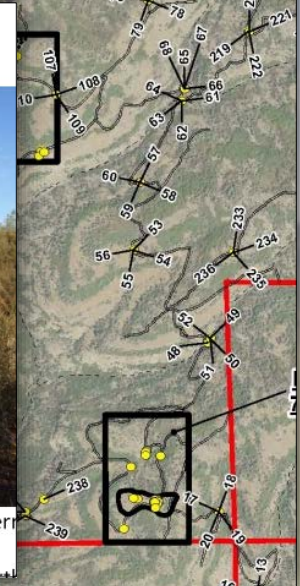
Index A: Photodocumentation, Burrows Ranch Monitoring 2015



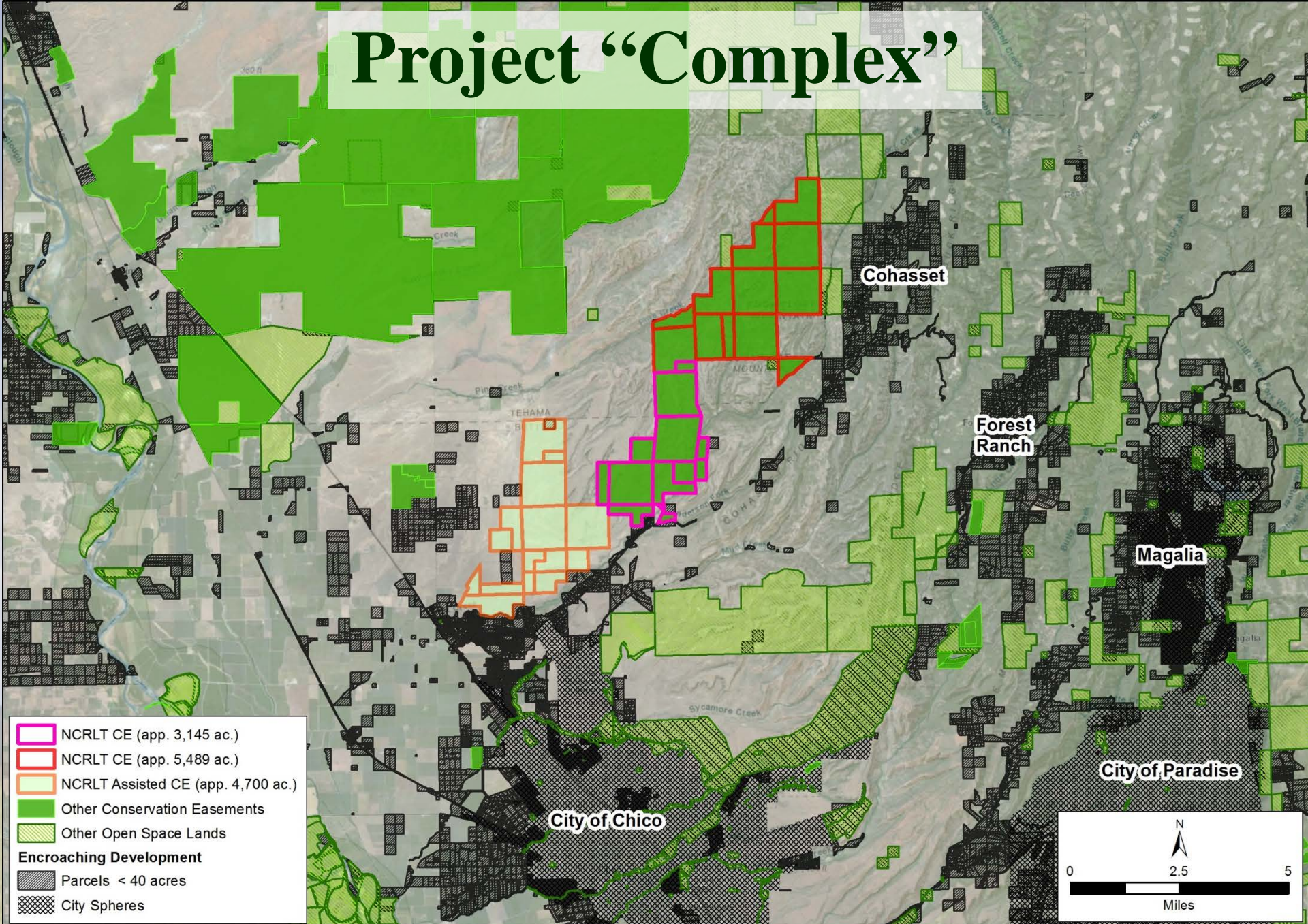
BU-05A: View, facing west, of Headquarters Area from ridge of property.



BU-05A: View, facing north, of western property and Colyear Springs Road.



# Project "Complex"

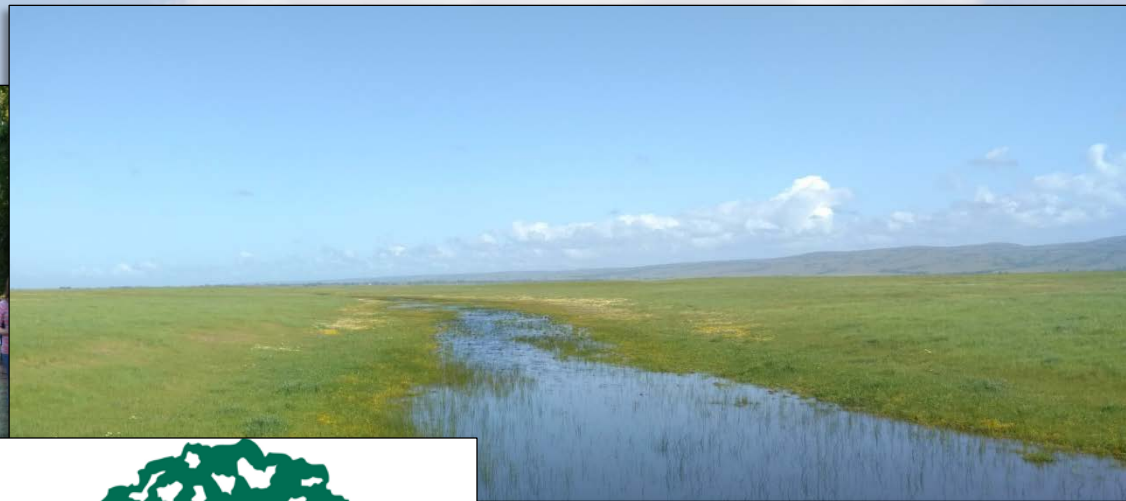






# The Future?

- **Partnerships:** Increasing & Invaluable
- **Financial Resources:** Diversifying
- **Project Opportunities:** Many, but urgent



# Summary Recap

- **Cooperative Community:** Landowners critical
- **Community Partnerships:** Critical
- **Support & Get Involved:** Questions?



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END

Supplementary slides follow



END

Supplementary slides follow



# Applied Conservation:

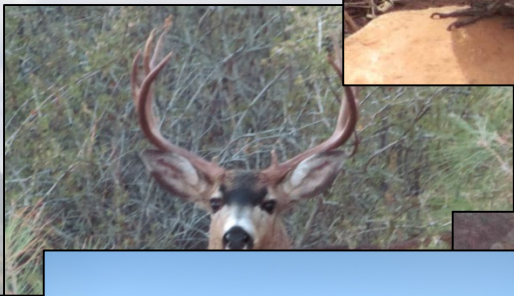
- Communication + Coordination
- Inclusive & Informed Community Service
- Iterative & Creative
- ...rather urgent.



*e but p... you.*



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REGIONAL LAND TRUST



# 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](http://www.landconservation.org)  
(530) 894-7738

The image shows a promotional card for a 2016 calendar. It features a teal background with a white circle containing the title and a quote. Below the circle is a green landscape illustration with trees and hills. At the bottom, the website and phone number are listed.



California Newt

March

Su	M	T	W	Th	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

The image shows a calendar for the month of March. It features a large illustration of a California Newt, which is a dark brown salamander with orange spots and feet. The calendar grid shows the days of the week and the dates from 1 to 31. The text 'California Newt' is written in the top right corner, and 'March' is written in the bottom right corner.

# 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.**

