

Financing Community-based Working Land Conservation

Workshop Agenda

Friday, April 13, 2007

7:30-8:30

Breakfast and Check-in

Please arrive by 8:15 at the latest. The workshop will begin promptly at 8:30.

Community-based conservation: definition, problems and promise, past accomplishments.

8:30-9:15

What is community-based conservation?

Background on community-based resource management; conditions under which community-based ownership and/or involvement in management can contribute to conservation outcomes.

Jeffrey Campbell, Ford Foundation (overview)

Louise Fortmann, UC Berkeley (theory; management design principles)

9:15-10:15

Community forestry case studies

Contrasting small-scale and large-scale acquisitions; the challenges of community ownership and community involvement.

Anne Dahl, Swann Valley Ecosystem Center (smaller-scale acquisition)

Chris Kelly, Conservation Fund (larger-scale acquisition, comm. involvement)

10:15-10:30

Coffee Break

10:30-11:30

Grassbanking and community irrigation case studies

How financial challenges vary for different resources.

Courtney White, Quivira Coalition (grassbanking)

Paula Garcia, NM Acequia Association (irrigation)

Financial vehicles for community-based acquisition and management of working land

11:30-12:30

Debt: tax and revenue bond financing

Approaches to debt in the capital structure for community-based conservation; recent lobbying efforts regarding tax-exempt municipal debt for forest acquisition.

Tom Tuchmann, US Forest Capital

Discussant: Eileen Gallagher, Stone & Youngberg LLC

12:30-1:30

Catered on-site lunch

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- 1:30-2:30 **Ecosystem service payments**
Recent developments in ecosystem service markets; recent developments in the shape of the Farm Bill; emerging working land conservation incentives.
Adam Davis, Sustainable Land Fund
- 2:30-3:30 **Ballot measures and development offsets**
1) History and explosive growth of conservation funding through ballot measures; potential for funding community-based working land conservation.
2) How Wal-Mart's acre-for-acre development offset program was established.
Ernest Cook, Trust for Public Land
Carlton Owen, U.S. Endowment for Forestry & Communities
- 3:30-3:45 **Break**
- 3:45-5:00 **What is different about community-based conservation?**
What are the financial opportunities and challenges compared to land conservation that does not involve community ownership and/or management?
What ownership and management structures would promote good governance and minimize financial risk?
Can community-based conservation complement landscape-scale conservation initiatives?
Roundtable discussion
- 5:00-5:30 **Walk to Stanford Faculty Club**
- 5:30-6:00 **Drinks and hors d'oeuvres**
- 6:00-8:00 **Dinner at Stanford Faculty Club**

Saturday, April 14

- 7:30-8:30 **Breakfast**
Please arrive by 8:15 at the latest. Presentations will begin at 8:30.
- 8:30-9:30 **Equity: partnering with private capital**
Approaches to structuring transactions with private capital; evolving use of New Markets Tax Credits and other methods of attracting low-cost private capital.
Bill Ginn, The Nature Conservancy
Discussant: Robert Keith, Beartooth Capital

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- 9:30-10:30 **Community capital and regional infrastructure**
1) Equity stakes in a LLC as a financial vehicle and governance model;
2) How Coastal Enterprises, Inc. is working to preserve regional forest products processing infrastructure in Maine; community-owned forests as a development strategy:

Deborah Brighton, Vermont Family Forests
Keith Bisson, Coastal Enterprises, Inc.
- 10:30-10:45 **Coffee break**
- 10:45-11:45 **Institutional investors and community conservation**
Under what conditions would institutional investors consider investing in community-based conservation?

Russell Read, CalPERS
Discussant: Timothy Fritzinger, FLAG Capital Management
- 11:45-1:15 **Working Lunch: Wrapping up, moving forward**
Based on the prior discussions, what are the most promising vehicles for financing community-based working land conservation?
What financial approaches might be tried in the future?
When and how should community-based conservation models be integrated into future working land conservation efforts?
What are the most promising opportunities for implementing community-based conservation in the U.S. today?

Roundtable discussion moderated by Luther Propst, Sonoran Institute
- 1:30 **Departure.**