

# DAY 1 FRIDAY, OCTOBER 18

## RALLY 2019 | THE NATIONAL LAND CONSERVATION CONFERENCE

Advance your knowledge and renew your spirit by attending our 100+, content-rich workshops presented by the top conservation leaders in the country.

See the full Rally schedule at [www.alliancerally.org/schedule](http://www.alliancerally.org/schedule)

RCC: Raleigh Convention Center | Marriott: Raleigh Marriott City Center Hotel • CLE: Continuing Legal Education | RM: Risk Management

\*All workshops are in the RCC unless otherwise noted

|   | Session A<br>10:30 a.m. – Noon   | Session B<br>1:30 p.m. – 3 p.m.   | Session C<br>3:30 p.m. – 5 p.m.  |
|---|--|---|--|
| Accreditation and Insurance                         | <b>A01</b> Do You Have the Right Balance of Insurance and Risk Management?   <i>Leslie Ratley-Beach, Lyles Cooper Lyles, Meghan Mullie, Laurie Smith</i>   Basic <sup>CLE, RM</sup>   Room 307   | <b>B01</b> First-time Accreditation 101: Why, What and How   <i>Jennifer Brady-Corner</i>   Basic   Room 307<br><b>B02</b> Be Prepared; Don't Be Scared: How Terraforma Helps Meet Risk   <i>Leslie Ratley-Beach, Sarah Sheeran, Carl Silverstein</i>   Basic <sup>CLE, RM</sup>   Room 205   | <b>C01</b> First-time Accreditation 201: Pointers for Preparing Your First-time Application   <i>Melissa Kabestrand</i>   Intermediate   Room 307  |
| Building Support through Fundraising and Membership | <b>A02</b> The State of the Environment Sector: Fundraising Research and Advice   <i>Christina Yoon</i>   Intermediate   Room 305A/B   | <b>B03</b> Too Much Data, Too Little Information: Using Fundraising Metrics   <i>David Allen</i>   Intermediate   Marriott – University B/C<br><b>B04</b> Corporate Partnerships   <i>Wendy Jackson, Marissa Max, Representatives from Carrill Salt, Westervelt Ecological Services and Triangle Land Conservancy</i>   Basic   Room 302C   | <b>C02</b> How to Ask for Money   <i>Sally Price, Kerry Roszel</i>   Basic   Room 306C   |
| Communicating Effectively                           | <b>A03</b> Mobilizing Support in the Face of Eminent Domain   <i>Kirsten Werner, Oliver Bass</i>   Basic   Room 202  | <b>B05</b> Crisis Communications Strategies for Issues Created by Climate Change   <i>Diane Hayes</i>   Intermediate   Room 202<br><b>B06</b> Learn How to Drive Online Donations and Engagement   <i>Paul Keegan, Brad DeForest</i>   Intermediate   Room 306B   | <b>C03</b> Communicate Economic Benefits, Create New Allies and Empower Advocates   <i>Jennifer Plocuden, Jessica Sargent</i>   Basic   Room 304<br><b>C04</b> Building Authentic Community Partnerships through Shared Values   <i>Mary Alice Holley, Kevin Hicks, Hope Huskey, Whisper Moore, Molly Phillips, Angela Shepard, Deja Smith</i>   Intermediate   Room 306B  |
| Community Conservation                              | <b>A04</b> The Land That Binds Us All: Socially Responsible Conservation   <i>Julia Farr, Viola Baskerville, Jason McGarvey, John Sydnor, Tyrone Wilson, Gaea Yeaire</i>   Basic   Room 306C<br><b>A05</b> Conservation and Community Planning for Climate Resilience   <i>Allison Handler, Chris Canfield, Robert Dowling, Tyran Hill, Bernie Mazyek</i>   Advanced   Room 306A | <b>B07</b> Take it Outside! Tools to Tackle Community Conservation   <i>Sarah Livesey</i>   Basic   Marriott – State Ballroom A<br><b>B08</b> Heirs Property: Standing on a Lot of Love   <i>Mavis Gregg, Sam Cook</i>   Basic   Room 301A/B<br><b>B09</b> A Step Toward Reversing History: Indigenous Community Conservation   <i>Reggie Hall, Robert Lucero, Megan Shore, Giona Ulbrich</i>   Basic   Room 306A   | <b>C05</b> Common Ground: Creating a Shared Vision for Conservation   <i>Karena Mahung, Taylor Cooper</i>   Basic   Room 402<br><b>C06</b> Building Equity and Community Resilience through Engaged Conservation   <i>Amy Morris, Kristina Ortiz</i>   Basic   Room 302A   |
| Doing Deals and Ensuring Permanence                 | <b>A06</b> Building Envelopes and Permitted Improvements: Best Practices   <i>Michelle Albert, Tamara Galanter</i>   Basic <sup>CLE, RM</sup>   Room 304<br><b>A07</b> Valuing Conservation Easements   <i>Brian Reynolds</i>   Basic   Room 302C<br><b>A08</b> Tackling Trespassers   <i>Jessica Jay, Eric Hiegl, Sarah Sheeran</i>   Intermediate <sup>CLE</sup>   Room 301A/B | <b>B10</b> Conservation Easement Stewardship: Lessons from the Courtroom   <i>Bob Neale, Crystal Simons</i>   Intermediate <sup>RM</sup>   Room 305A/B<br><b>B11</b> Real Estate Fundamentals: A Primer for New Land Trust Staff   <i>Steve Swartz</i>   Basic <sup>CLE</sup>   Room 306C<br><b>B12</b> Addressing Ephemeral Land Management in a Perpetual Conservation Easement   <i>Kris Larson, Ellen Fred, Jessica Jay</i>   Advanced <sup>CLE</sup>   Room 302A | <b>C07</b> Successfully Surviving Litigation: Lessons Learned from Trial   <i>Sarah Sigman, Bob Neale, Leslie Ratley-Beach</i>   Intermediate <sup>CLE, RM</sup>   Room 302C<br><b>C08</b> Commercial Uses in Conservation Easements   <i>Melinda Beck, Lena Pollastro</i>   Intermediate <sup>CLE</sup>   Room 305A/B<br><b>C09</b> Practical Pointers on IRS Form 8283 and Gift Letters   <i>Ellen Fred, Misti Schmidt</i>   Intermediate <sup>CLE</sup>   Room 306A |

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|                                   | Session A<br>10:30 a.m. – Noon  | Session B<br>1:30 p.m. – 3 p.m.   | Session C<br>3:30 p.m. – 5 p.m.  |
|-----------------------------------|---|---|--|
| Financing for Conservation        | <p><b>A09</b> Climate and Economic Resilience: Working Forests as a Means to the End   <i>Kevin Harnish, Bethany Olmstead</i>   Advanced   Room 302A</p> <p><b>A10</b> Tales of Borrowing Money   <i>Caitlin Guthrie, Reggie Hall, Colin Novick, Nicole Rosmarino, Andy Zepp</i>   Basic   Room 205</p>   | <p><b>B13</b> Contamination to Conservation: Natural Resource Damage Program Funds   <i>Clint Miller, Steve Glomb, Mackenzie Greer, Kevin Redding</i>   Basic   Room 201</p>  | <p><b>C10</b> Unconventional Partnerships: Leveraging Defense, Agriculture, and Conservation Resources to Promote Sustainability   <i>Speakers to be determined</i>   Basic   Room 201</p> <p><b>C11</b> Conservation Finance 101: Where's the Money?   <i>Alliegra Wrocklage, Reggie Hall, Spencer Meyer, Maggie Monast, Peter Stein, Leigh Whelpton</i>   Basic   Marriott – State Ballroom A</p>  |
| Managing Land and Water Resources | <p><b>A11</b> Preserving Carbon Stocks and Mitigating Climate Risks through Strategic Park Creation and Land Conservation   <i>Kristen Weil, Tap Scotthland, Brendan Shane</i>   Intermediate   Room 204</p> <p><b>A12</b> Identifying and Addressing Community Needs through Fee Land Management   <i>David Montague, Hans Carlson, Chris Miller, Mike Quist Kaust</i>   Basic   Marriott – University B/C</p> <p><b>A13</b> Restoring Ecological Resilience through Climate-smart Stewardship   <i>Marian Vernon</i>   Intermediate   Marriott – State Ballroom A</p> | <p><b>B14</b> Natural Climate Solutions: Addressing Climate Change with Conservation   <i>Brian Boutin, Lora Eddy, Chuck Peoples, Eric Soderholm</i>   Advanced   Room 302B</p> <p><b>B15</b> Rethinking the Invasion: Context and Techniques for Non-native Plants   <i>Ben Miles</i>   Basic   Marriott – University A</p> <p><b>B16</b> Opening Nature to Everyone: Improving Access to Persons with Disabilities   <i>Lynn McNamara, Rachel Hampton</i>   Intermediate   Room 402</p> | <p><b>C12</b> Raising Sustainable Meat on Protected Lands: Providing Land Access to Beginning Livestock Producers   <i>Sarah Blacklin, Andrew Braman, George Jones, Lee Menius</i>   Advanced   Room 205</p> <p><b>C13</b> Dying for Conservation: How Land Trusts and Burial Grounds Work   <i>Heidi Hannapel, Sara Brink, Jeff Masten, Kieran Roe</i>   Intermediate   Marriott – Chancellor Room</p>  |
| Organizational Impact             | <p><b>A14</b> Measuring Program Impact: Data, Evaluation and Success (or Failure)   <i>Tolu Olorode</i>   Basic   Room 306B</p>   | <p><b>B17</b> From Asset Mapping to Impact: Collaborative Conservation at Scale   <i>Hallie Schwab, Kara Whelan</i>   Basic   Room 204</p>  | <p><b>C14</b> A Picture = 1,000 Words: Five Visuals for Strong Land Trusts   <i>Marc Smiley</i>   Intermediate   Room 206</p>  |
| Public Policy                     | <p><b>A15</b> Agricultural Land Easements (ALE) 101   <i>Jerome Faulkner</i>   Basic   Room 201</p>   | <p><b>B18</b> Land Trusts' Role in Building Bipartisan Support for Climate Solutions   <i>Tiffany Hartung, Katherine Skinner, Lindsay Stevens, Kaola Swanson</i>   Intermediate   Room 206</p>  | <p><b>C15</b> Land Trusts Can Lobby Too: A Guide to Lobbying and Other Advocacy   <i>Cameron Tomney, Shelley Robbins</i>   Intermediate   Room 202</p>   |
| Strategic Conservation Vision     | <p><b>A16</b> Climate Change: A Unique Opportunity to Leverage Organizational Assets   <i>Alexandra Vecchio, Gail Yeo</i>   Intermediate   Room 302B</p> <p><b>A17</b> Engaging Land Trusts in NFWF's National Conservation Framework   <i>Chris West, Jon Scott</i>   Intermediate   Room 206</p> <p><b>A18</b> Regional Trails: Landscape-scale Planning to Achieve Local Benefits   <i>Rachael Faye, Megan Wargo</i>   Basic   Room 402</p>  | <p><b>B19</b> Wildlife Corridor Conservation: Vision, Science, Partnerships   <i>Ron Sutherland, Elsea Brown, Rua Mordaci, Michelle Pugliese, Dennis Shaffer</i>   Intermediate   Room 304</p> <p><b>B20</b> Avoiding Development through Carbon Offset Projects   <i>Matthew Arsenault, Matthew Brantley, Alex French, Charlotte Mize, Jake Tibbles, Sunny Qiao</i>   Intermediate   Marriott – Chancellor Room</p>  | <p><b>C16</b> North Carolina Leading the Way on Low-impact Solar Siting and Design   <i>Liz Kaltes, Daniel Brookshire, Gabriela Garrison, Claudia Weeks</i>   Basic   Room 303</p> <p><b>C17</b> Natural Climate Solutions and the U.S. Climate Alliance   <i>Cathy Macdonald, Julie Cerqueira</i>   Intermediate   Room 301A/B</p> <p><b>C18</b> Fast-paced Peer Exchange on Collaborative Landscape Conservation   <i>Bill Labich, Jim Bonsteel, Kat Deely, Connie Manes, Jennifer Miller-Herzog, Bryan Wentzell, Sarah Wells</i>   Advanced   Marriott – University B/C</p> |
| Technology Tools                  | <p><b>A19</b> When Land Trust Data Grows...How to Grow Back   <i>Emily Parish, Brickley Nachols, Mike Szymkowicz</i>   Basic   Room 303</p>   | <p><b>B21</b> Tell Your Stories, with Maps (and Text and Images)   <i>Dan Rademacher, Story Clark, Jennifer Wilson Woody</i>   Basic   Room 303</p>   | <p><b>C19</b> Prioritizing Acquisition: Demystifying GIS Models for Small Land Trusts   <i>Jennifer Teson, Christian Przybylek</i>   Intermediate   Room 302B</p> <p><b>C20</b> IT Security Fundamentals   <i>Matthew Esleman, Andy Weaver</i>   Basic   Room 204</p>  |

# DAY 2 SATURDAY, OCTOBER 19

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|---|---|---|--|---|
| <p><b>Accreditation and Insurance</b></p>                         | <p><b>D01</b> Renewing Accreditation 101: Why, What and How   <i>Jennifer Brady-Connor</i>   Basic   Room 307</p>   | <p>Session D<br/>10:30 a.m. – Noon</p>  | <p>Session E<br/>1:30 p.m. – 3 p.m.</p>  | <p>Session F<br/>3:30 p.m. – 5 p.m.</p> |
| <p><b>Building Support through Fundraising and Membership</b></p> | <p><b>D02</b> Creating a Culture of Philanthropy   <i>Marc Smiley</i>   Intermediate   Room 306A</p> <p><b>D03</b> The Recipe for a Successful Special Event   <i>Michelle Plein, Laurie LaFond, Michele DeRossi Vidarte</i>   Basic   Room 301A/B</p>  | <p><b>E01</b> Renewing Accreditation 201: Pointers for Preparing your Renewal Application   <i>Melissa Kalvestrand, Tammaria Van Ryn</i>   Intermediate   Room 307</p> <p><b>E02</b> Writing and Executing Grant Proposals for Success   <i>Chris West</i>   Intermediate   Room 302C</p> <p><b>E03</b> Legal Fundraising: Raising Funds and Not Raising Issues   <i>Kristalyn Loson, Jonathan Blum</i>   Intermediate CLE   Room 206</p> | <p><b>F01</b> Our Changing World Needs Insurance to Cover Your Risks. Do You Have the Right Balance?   <i>Leslie Ratley-Beach, Robyn Carlton, Tom Kay, Meghan Mullee</i>   Intermediate CLE   Room 205</p> <p><b>F02</b> Working Toward Vision-based Fundraising and Campaign Readiness   <i>JoAnn Mills</i>   Intermediate   Room 304</p> |   |
| <p><b>Communicating Effectively</b></p>                           | <p><b>D04</b> Tips to Build Trust and Work with Conservative Audiences around Climate   <i>Judy Anderson, Teri Pracek, Eilhan Winter</i>   Intermediate   Room 304</p>  | <p><b>E04</b> This Land Is Our Land: Making a Stronger Case for Conservation   <i>Brandon Hayes</i>   Intermediate   Room 305A/B</p>  | <p><b>F03</b> Using Local Landscapes and Projects to Tell the Climate Resilience Story   <i>David Patrick, Mark Anderson, Dirk Bryant, Gus Goodrain</i>   Basic   Room 302A</p>  |   |
| <p><b>Community Conservation</b></p>                              | <p><b>D05</b> A New Framework for Blended Conservation of Land and Buildings   <i>Mary Anthony, Eibhel Garlington, Mary Ruffin Hanbury, Christine McCauley Watts</i>   Intermediate   Marriott – Congressional A/B</p> <p><b>D06</b> A Seat at the Table: Advancing Our Commitment to Diversity and Inclusion   <i>Zoraida Lopez-Diogo, Sam Cook, Marvis Gragg, Karena Mahung, Dez Ramirez, Amie Schiller</i>   Basic   Room 302B</p> <p><b>D07</b> K-12 Community of Practice Network: The Best, Last Tool You Will Need   <i>Rob Wade</i>   Intermediate   Room 201</p> | <p><b>E05</b> From Training to Transformation: Facing Race from the Roots   <i>Caitlin Burke</i>   Basic   Room 201</p> <p><b>E06</b> Inclusive Education: Guiding Teens and the Underserved to Conservation   <i>Andrea Foster</i>   Intermediate   Room 306A</p> <p><b>E07</b> Nature-based Climate Solutions and Examples of Inclusive Conservation   <i>Ted Haffner, Tolu Olorode</i>   Basic   Marriott – Chancellor Room</p>        | <p><b>F04</b> People in Perpetuity: Elevating Youth Voices and Community Partnerships   <i>Travis Custer, Jay Loschert, Marissa Moore</i>   Intermediate   Room 306B</p> <p><b>F05</b> Catawba Trail Farm: Charting a Pathway   <i>Delphine Sellars, Lucille Patterson</i>   Intermediate   Room 201</p>                                   |   |
| <p><b>Doing Deals and Ensuring Permanence</b></p>                 | <p><b>D08</b> Federal Tax Law: The Latest and Greatest   <i>Rob Levin, Jessica Jay, Steve Small</i>   Advanced CLE   Room 305A/B</p> <p><b>D09</b> Land Trusts in Court: A Survival Guide   <i>Steve Swartz, Michelle Albert, Kristalyn Loson</i>   Intermediate CLE   Room 206</p>   | <p><b>E08</b> P5 Deals: Perpetual Preservation through Public-private Partnerships   <i>Bill Silberstein, Molly Fales, Heather Hancy, Brian Lorch</i>   Intermediate CLE   Room 302B</p>  | <p><b>F06</b> Run the Numbers!!!   <i>Steve Small</i>   Intermediate CLE   Room 305A/B</p> <p><b>F07</b> Good Example or Horrible Warning? A Board Tackles Climate Change   <i>Steve Swartz, Buzz Constable, Tom Fanslow, Ken Grudens, Kristalyn Loson, Ray Lyons</i>   Basic   Room 206</p>   |   |

# DAY 2 SATURDAY, OCTOBER 19

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|                                     | Session D<br>10:30 a.m. – Noon   | Session E<br>1:30 p.m. – 3 p.m.   | Session F<br>3:30 p.m. – 5 p.m.   |
|-------------------------------------|--|---|---|
| Doing Deals and Ensuring Permanence | <b>D10</b> Managing Expansion: Three Easement Stewardship Staffing Models   <i>Naomi Houls, Andrew Moe, Joel Nystrom</i>   Intermediate   Room 306B  | <b>E09</b> Perpetuity, Adaptation and Farmland Retirement   <i>Adam Livingston, Scott Butterfield, Soapy Mulholland</i>   Basic   Marriott – University B/C   | <b>F08</b> Conservation Easement Stewardship Roundtable   <i>Suzanne Simpson, Jessica Blake, Megan Knott</i>   All Levels   Ballroom C  |
| Financing for Conservation          | <b>D11</b> Not Red or Blue But Green: How to Get Billions for Conservation   <i>Will Abberger, David Hartwell, Christine Johnson, Bill Kastning</i>   Basic   Room 202                                   | <b>E10</b> Fresh out of the Oven: Hot Ideas in Conservation Finance   <i>Reggie Hall, Nick Bancks, Fuller Callaway, Frank Lowenstein, Olga Lyandres, Wayne Ostlie, Sophie Trafoonte, Margaret Williams</i>   All Levels   Room 306C | <b>F09</b> Building a Water Fund: Engaging Businesses as Clean Water Champions   <i>Tamara Lee Pinard, Laurel Jackson, Spencer Meyer, Doug Shaw</i>   Intermediate   Room 301A/B                  |
| Managing Land and Water Resources   | <b>D12</b> Catching Fire: Building Effective Partnerships for Prescribed Fire   <i>Sara Clark, Daniel Gray, Valentin Lopez, Gus Nyberg, Kay Ogden</i>   Basic   Room 205                                 | <b>E11</b> Fee Land Management Roundtable   <i>MaryKay O'Donnell, Kelly Presley</i>   Basic   Marriott – State Ballroom A   | <b>F10</b> Fish and Fisheries Connecting Land, Water, Community and Economy   <i>Jacob Van De Sande, Charles Rudelitch, Mike Thalhauser</i>   Intermediate   Room 303                             |
| Organizational Impact               | <b>D13</b> Protect Land to Protect Water: Case Studies of Watershed Protection   <i>Caitlin Burke, David Lillard, Ed Saxon, Victoria Taylor</i>   Intermediate   Room 306C                               | <b>E12</b> Sustainable Trails: Balancing Public Recreation and Resource Protection   <i>Peter Barr, Tim Johnson</i>   Basic   Room 304  | <b>F11</b> Community Forest Restoration in the Sandy Mush Community of Western N.C.   <i>Robert Lamb, Nick Biemiller</i>   Basic   Room 307   |
| Public Policy                       | <b>D14</b> Developing the Next Generation of Conservation Leaders   <i>EJ Porth</i>   Basic   Room 302A  | <b>E13</b> Making the Workplace Fair and Inclusive   <i>Marcia Hickson, Ayanna Smith, Sandy Sweitzer</i>   Basic   Room 204   | <b>F12</b> Culture Eats Strategy for Breakfast   <i>Erik Glenn, Nick Richardson</i>   Basic   Room 306A   |
| Strategic Conservation Vision       | <b>D15</b> Sustainability Modeling: Taking Your Financial Model to the Next Level   <i>Becky Thornton, Bryant Seaman, Rebecca Martin Seaman</i>   Advanced   Marriott – Chancellor Room                  | <b>E14</b> Oh... I'm Going to be the Board Chair!   <i>Jonathan Scheuer, Maura Adams</i>   Basic   Room 205   | <b>F13</b> Marks Creek Speaks: Two Decades, 2200 Acres, Two Bonds and Many Voices   <i>Leigh Ann Hammerbacher, Jeff Deal, George Jones, Patricia Ann McCullers, Chris Snow</i>   Basic   Room 204 |
| Technology Tools                    | <b>D16</b> The New Land and Water Conservation Fund   <i>Suzanne Taylor, Tom Cors, Jay Leutze</i>   Advanced   Marriott – State Ballroom A   | <b>E15</b> ALE Farm Bill Updates   <i>Jerome Faulkner, Kari Cohen</i>   Advanced   Room 306B  | <b>F14</b> Navigating the Intersection of Solar Energy and Conservation   <i>Nawa Tabak, Mike Kane, Dan Holmes</i>   Intermediate   Room 306C   |
|                                     | <b>D17</b> Opportunities and Funding for Wildlife Conservation   <i>Nicole Adimey, Marquette Crockett, Mitch Doherty, Representative from Defenders of Wildlife</i>   Basic   Room 302C                  | <b>E16</b> Fossil Fuel Pipelines: Threat to Our Land and Climate   <i>Tom Gilbert, Chris Miller</i>   Basic   Room 202  | <b>F15</b> Remote Property Monitoring: Reimagining Annual Compliance Inspections   <i>Ethan Inlander, Michael McFadden</i>   Intermediate   Room 302B   |
|                                     | <b>D18</b> Implementing a Resilient and Connected Landscape Conservation Vision   <i>Jessie Levine, Andrew Finton, Campbell Moore, Steve Walker</i>   Basic   Room 303                                   | <b>E17</b> Accelerating Natural Climate Solutions: U.S. Grant Program Overview   <i>Eriks Broils, Jad Daley, Rita Hite, Cathy MacDonald, Mark Wisnie</i>   Intermediate   Room 302A   |   |
|                                     | <b>D19</b> Big, Better, Best: Building Effective Landscape-scale Partnerships   <i>Emily Bateson, Gary Burnett, Sharon Farrell, Julia Weaver, Sarah Wells</i>   Intermediate   Marriott – University B/C | <b>E18</b> Farms Under Threat: State of America's Farmland — What's At Stake   <i>Cris Coffin, Julia Freegood, Ryan Murphy</i>   Basic   Room 301A/B  |   |
|                                     | <b>D20</b> The Maryland Line Trail: A Study in Improving Suburban Livability Using GIS   <i>Barbara Hopkins, Thayer Young</i>   Basic   Room 204   | <b>E19</b> We're All in this Together: Regional Data for Local Conservation   <i>Louise Vaughn, Justin Borer, Misty Buchanan, Margaret Fields, Carl Nordman, Rickie White</i>   Advanced   Room 303                                 |   |