

# WORKSHOPS

## FRIDAY, SEPTEMBER 16

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

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

CLE: *Continuing Legal Education* | RM: *Risk Management*

	Session A: 10:30 a.m. - noon	Session B: 1:30 – 3 p.m.	Session C: 3:30 – 5 p.m.
Addressing climate change	<p>A01. Emerging Carbon Offset Opportunities to Protect Forests from Urban to Rural   <i>Liz Johnston, Robyn Carlton, Alex Czayka, Caitlin Guthrie</i>   Basic</p> <p>A02. A Brave New World: Adapting Stewardship to Changing Conditions   <i>Dean Dougherty, Jesica Blake, Lena Pollastro</i>   Intermediate <sup>RM</sup></p>	<p>B01. Unleashing a Fully-funded Land and Water Conservation Fund for Climate and Equity   <i>Amy Lindholm, Jay Leutze, David Patton, Maria Whitehead</i>   Basic</p> <p>B02. Achieving Flood Protection Through Conservation and Community Partnerships   <i>Mary Alice Holley, Barbara Heskins Davis, Kelsi Dew, Linda Joyner, Glenda Lawrence Knight, Hallie Schwab</i>   Intermediate</p>	<p>C01. Climate-Smart Forestry in Theory, Practice and Policy   <i>Andi Colnes, Jad Daley, Jake Metzler, Robert Perschel, Steve Tatko</i>   Basic</p> <p>C02. Advancing Solar Energy with Sound Siting   <i>Tom Gilbert, Chris Miller</i>   Intermediate</p>
Administering easements	<p>A03. Aging Gracefully: How to Steward Easements with Dated Language   <i>Joel Cooper, Tamara Galanter, Emily Parish</i>   Basic <sup>RM</sup></p> <p>A04. Ownership Transfer of Conservation Easement Lands: How a Land Trust Can Prepare   <i>Melinda Beck, Allison Altaras</i>   Intermediate <sup>CLE, RM</sup></p>	<p>B03. Getting Your Stewardship House in Order: Records and Documentation   <i>Emily Parish, Tamara Galanter, Mike Okma</i>   Intermediate <sup>RM</sup></p> <p>B04. Keeping Current: Implementing a Successful BDR Photo Point Update Program   <i>Maggie Hines, Nick Smith</i>   Intermediate <sup>RM</sup></p>	<p>C03. To Do List for Sustainable, Perpetual Land Conservation   <i>Jessica Jay, Melissa Daruna, Erik Glenn</i>   Intermediate <sup>CLE, RM</sup></p>
Communicating successfully	<p>A05. Telling Your Story Your Way   <i>Story Clark, Robert Bull, Tony Evans, Lynette St. Clair</i>   Basic</p> <p>A06. Climate Advocacy: Lessons from the Field and Addressing Compliance   <i>Susan Hamsher, Julia Fiala, Adam Snyder</i>   Basic</p>	<p>B05. The External Work: Bilingual Interpretive Signs   <i>Elisa Lopez</i>   Intermediate</p>	<p>C04. Gaining Ground: Engaging the “Conservation Concerned”   <i>Elizabeth Ward</i>   All Levels</p> <p>C05. The Oregon I Am: How Oregon Land Trusts Built an Innovative and Inclusive Communication Campaign   <i>Kelsey Kuhnhausen, Kelley Beamer</i>   Basic</p>
Conserving working lands	<p>A07. Regional Conservation Partnership Program: Easements Update   <i>Kari Cohen, Tim Aaron</i>   Basic</p>	<p>B06. Overcoming Barriers to Land Access for New American Farmers and Farmers of Color   <i>Yimmuj Yang</i>   All Levels</p> <p>B07. Launching a Soil Health Conservation Easement Program   <i>Nicole Reynolds</i>   Basic</p>	<p>C06. Regenerative Grazing Leases   <i>Kevin Watt, Liya Schwartzman</i>   Basic</p>

<p><b>Doing deals</b></p>	<p>A08. Real Estate Fundamentals: A Primer for New Land Trust Staff and Board Members   <i>Steve Swartz</i>   Basic <sup>CLE, RM</sup></p>	<p>B08. Make My Day: Climate Change and Amending Conservation Easements   <i>Steve Small, Ellen Fred, Jessica Blake</i>   Intermediate <sup>CLE, RM</sup></p>	<p>C07. Knowing When to Say No!: Considering Climate, Equity and Mission in Project Selection Criteria   <i>Reggie Hall, Lena Pollastro</i>   Intermediate <sup>RM</sup></p> <p>C08. Leaning Into Donations with Reserved Life Estate   <i>Abby Hade Terpstra, Ross Baxter</i>   Intermediate</p>
<p><b>Engaging community</b></p>	<p>A09. ¿Donde lives? Mapping a Path Toward Equity in Conservation Engagement   <i>Neal Ramus, Mirella Ramos, Kristen Weil</i>   Basic</p> <p>A10. Weaving Cross-Cultural Perspectives to Redefine Conservation   <i>Travis Custer, Olga Gonzalez, Regina Lopez-Whiteskunk</i>   Basic</p>	<p>B09. Guidelines for Disability Inclusion and Engaging Community Programs   <i>Bob Lujano, Penny Edwards</i>   Basic</p> <p>B10. Activating Allyship: Strategies for Human-Centered Conservation   <i>Jasmine Williams, Melissa Daruna</i>   Basic</p>	<p>C09. Partnerships to Provide Equitable Access to the Outdoors   <i>Nicole Braddock, Di Holokahi, Jennifer Leonard</i>   Basic</p> <p>C10. Turn the Tide: How Land Trusts Can Serve African American Farmers   <i>Mary Burke, Ebonie Alexander, Joe Thompson</i>   Basic</p> <p>C11. Land Back and Land Trusts   <i>Peter Forbes, Suzanne Greenlaw, Darren Ranco, Gabe Shoeships</i>   Intermediate</p>
<p><b>Managing your organization</b></p>	<p>A11. Building Blocks for Creating an Inclusive Conservation Project: Black River, SC Case Study   <i>Maria Whitehead, Frank McClary, Katy McWilliams</i>   Intermediate</p> <p>A12. Inside Out: Designing Inclusive Cultures That Invite Diversity   <i>Jasmine Williams</i>   Basic</p>	<p>B11. The Critical Link to Achieving Your Goals is Succession Planning   <i>Emily Boedecker, Elise Annes</i>   Intermediate</p> <p>B12. Put Your Best Foot Forward: Tips and Tools for Understanding the Requirements and Preparing Your Strongest Accreditation Application   <i>Lisa McCarthy</i>   Intermediate</p>	<p>C12. A Picture Paints a Thousand Words: Five Visual Frameworks for Strong Land Trusts   <i>Marc Smiley</i>   Intermediate</p> <p>C13. Get Ready for your Renewal of Accreditation   <i>Lisa McCarthy</i>   Basic</p>
<p><b>Securing support</b></p>	<p>A13. Park Finance Equity: Ballot Measures that Fund Park-Underserved Communities   <i>Will Abberger, Ann Macdonald</i>   Basic</p> <p>A14. If We Can Do It, You Certainly Can! Get the Skinny on Fat Gifts   <i>Cheryl Fox, Chet Work</i>   Intermediate</p>	<p>B13. Strategic Marketing: Refresh, Reconnect and Grow Members, Donors and Supporters   <i>Karen Buck</i>   Intermediate</p>	<p>C14. No Land Trust is Too Small to Conserve Wildlife with Federal Partners!   <i>Mary Pfaffko, Nicole Adimey, Katie Brasted, Cindy Brown</i>   Basic</p>
<p><b>Stewarding and restoring land</b></p>	<p>A15. Forests in Cities: Conservation Strategies for Climate and Equity   <i>Sophie Plitt, Brittany Wienke, Clara Pregitzer</i>   Basic</p> <p>A16. Building Strategic Bird Conservation Partnerships with Private Land Networks   <i>Sara Barker, Julia Fitzpatrick, Steve Hagenbuch</i>   Basic</p>	<p>B14. No One Likes Dead Fish: Protecting Watersheds in a Changing Climate   <i>Richard Tralies, Lauren McGrath, Margaret Rohde</i>   Basic</p> <p>B15. Restoring Land to Improve Water Quality: Strategic Targeting and Project Implementation   <i>Rob Krain, Aaron Laver</i>   Intermediate</p>	<p>C15. New Resources and Local Perspectives to Help You Dive into Water Work   <i>Sequoya Bua-lam, Steve Epting, Erica Hernandez, Todd Reynolds, Andrew Szwak</i>   Intermediate</p> <p>C16. Trail Planning &amp; Management for Land Trusts   <i>Sarah Walter</i>   Basic <sup>RM</sup></p>

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	Session D: 10:30 a.m. - noon	Session E: 1:30 – 3 p.m.	Session F: 3:30 – 5 p.m.
Addressing climate change	<p>D01. Land Trusts &amp; Goldilocks: Find the Carbon Pathway that's Just Right!   <i>Mary Kallock, Jessica Bakowski, Sarah Ford, Sandy Letzing</i>   Advanced</p> <p>D02. Joining Forces with the Military to Combat Climate Change Threats   <i>Jaime Simon, Jeff DeQuattro, Jessica Grannis, Kent Wimmer</i>   Basic</p> <p>D03. Smart Solar: Advancing Best Practices for Clean Energy Planning and Resource Protection   <i>Ethan Winter, Nathan Cummins, Brian Ross</i>   Intermediate</p>	<p>E01. Incentivizing Managed Retreat from Sea Level Rise Through Conservation Partnerships   <i>Mary-Carson Stiff</i>   Intermediate <sup>CLE</sup></p> <p>E02. A Case Study in Green Infrastructure: Engage Community in Climate Action by Amplifying Youth Voices   <i>Leia Lowery, Melissa Luetje, Pam Morgan</i>   Basic</p> <p>E03. Partnerships Unlocking Carbon Markets for Land Trusts and Forest Landowners   <i>Jonathan Shears, Jasmine Brown</i>   Intermediate</p>	<p>F01. Nature-Based Opportunities with the National Coastal Resilience Fund   <i>Kyle Gray</i>   Basic</p> <p>F02. Addressing Conservation and Climate through Collaborative Partnerships   <i>Kate Patton, David Lillard, Autumn Phillips-Lewis</i>   Advanced</p>
Administering easements	<p>D04. Modern Baselines: What Hath Experience Wrought?   <i>Sarah Sigman, Dean Dougherty, Lena Pollastro</i>   Advanced <sup>RM</sup></p>	<p>E04. Success in Holding Mitigation Bank Conservation Easements   <i>Nelwyn McInnis, Cindy Brown</i>   Intermediate</p>	<p>F03. We Might Lose?! Mediating a Violation and Managing your Attorney in the Process   <i>Steve Swartz, Mary Burke, Buzz Constable, Joannie Dwoskin, Ray Lyons, Kevin McGorty, Andrea Reese, Heather Richards</i>   Intermediate <sup>RM</sup></p> <p>F04. Easements Go Global: Private Lands Conservation Agreements in Europe, Australia, Chile and...   <i>Henry Tepper, Victoria Marles, Chandni Navalkha, Angelo Salsi</i>   Intermediate</p>
Communicating successfully	<p>D05. Leveraging the Power of Story to Secure Funding and Drive Participation   <i>Brian Tibbetts</i>   Intermediate</p>	<p>E05. Storied Landscapes: What Making a Video Can Teach You About your Land Trust   <i>Brandon Hayes, Amanda Hill, Patrick Williams</i>   Intermediate</p>	<p>F05. Climate Change Education: Changing Hearts and Minds   <i>Kathleen Biggins</i>   Basic</p>
Conserving working lands	<p>D06. Holistic Approach to Water Quality Improvement and Landscape-scale Conservation   <i>Maggi Blomstrom, Kevin Tate</i>   Intermediate</p> <p>D07. ACEP 101   <i>Lisa McCauley</i>   Intermediate</p>	<p>E06. So Many Options: OPAVS and Other Tools to Keep Protected Farmland in Farming   <i>Cris Coffin, Molly Fales, Ben Kurtzman, Dave Viale</i>   Advanced</p>	<p>F06. Conservation Planning for Agricultural Land   <i>Kathleen Doherty</i>   Intermediate</p>

<p><b>Doing deals</b></p>	<p>D08. Red Flags, Red Lines and Red Ink! The Difference Between Good, Bad and Simply Awful Appraisals   <i>Richard Roddewig, Anne Baxendale, Charles Brigden</i>   Intermediate <sup>CLE</sup></p>	<p>E07. The Real Estate Conservation Toolbox: Finding the Right Tool for the Job   <i>Joannie Dwoskin, Diane Ray</i>   Basic <sup>RM</sup></p> <p>E08. Practical Pointers on IRS Form 8283 and Gift Letters   <i>Misti Schmidt, Ellen Fred</i>   Intermediate <sup>CLE</sup></p>	<p>F07. Federal Tax Issues: Latest and Greatest 2022   <i>Rob Levin, Jessica Jay, Steve Small</i>   Advanced <sup>CLE</sup></p>
<p><b>Engaging community</b></p>	<p>D09. Honoring Tribal Sovereignty and Achieving Climate Change Goals with Traditional Ecological Knowledge   <i>Daniel Martin, John Elliott, Valentin Lopez, Sean Milanovich</i>   Advanced</p> <p>D10. The Perpetuity Principle and K-12 Leadership Summit: A Three-year National Learning Journey   <i>Rob Wade, Sabrina Cummings, Leia Lowery, Sarah Mayhew</i>   Intermediate</p> <p>D11. Reimagining Land Trusts as Leaders of Diversity, Equity, Inclusion and Justice   <i>Rich Cochran, Keymah Durden, Kathy Leavenworth, Bill Mulligan, Fred Ward</i>   Basic</p>	<p>E09. Native and Non-Native Relationships: Understanding the Basics   <i>Maya Miller, Monique Verdin</i>   Basic</p> <p>E10. Engaging Communities of Faith for More Holistic Conservation   <i>David Montague, Kim Quarty, Risha Smith, Angela Twitchell</i>   Basic</p>	<p>F08. Integrated Community Conservation: Intersecting Restoration, Tribal Partnerships, Housing and Climate   <i>Bridget Fithian, Tara Fouch-Moore, Mikey Goralnik, Ben Goger, Cara Goger</i>   Intermediate</p> <p>F09. Retrofitting, Green Networks and Quality of Life in the Inner Suburbs   <i>Barbara Hopkins, Klaus Philipsen</i>   Intermediate</p>
<p><b>Managing your organization</b></p>	<p>D12. Lawyering Up: Considerations when Selecting and Working with Outside Counsel   <i>Jeff LeJava, Rocci Aguirre, John Barone, Phillip Oswald</i>   Basic <sup>RM</sup></p>	<p>E11. Think Like a System, Act Like a Network, Lead Like a Movement!   <i>Daniel Student, Cleveland Justis</i>   Basic</p>	<p>F10. Making the Most of your Accreditation Seal   <i>Lisa McCarthy</i>   Basic</p>
<p><b>Securing support</b></p>	<p>D13. Beyond the Grant Proposal: Collaborating with Funders for Success   <i>Chris West</i>   Intermediate</p> <p>D14. Large Landscape Conservation and Collective Fundraising   <i>Bray Beltrán, Gary Burnett, JoAnn Grant, Kali Hannon</i>   Intermediate</p>	<p>E12. Assessing Campaign Readiness   <i>Marc Smiley</i>   Intermediate</p> <p>E13. Applying Predictive Analytics for More Successful Fundraising Campaigns   <i>Jay Dean, Sungha Jang</i>   Intermediate</p>	<p>F11. Raising Money for Now and Raising Money for Later   <i>David Allen, Carol Abrahamzon, David Epstein, Bob Ross</i>   Advanced</p> <p>F12. From Land Trusts to Landscapes: How Capacity Funding Brings Conservation to Scale   <i>Jonathan Peterson, Bob Bendick, Nicole Wooten</i>   Basic</p>
<p><b>Stewarding and restoring land</b></p>	<p>D15. How Communities Restored a Watershed and Impacted Science and Policy   <i>Ciona Ulbrich, Michael Thalhauser</i>   Intermediate</p>	<p>E14. Stewarding Vacant Land: New Resources for Land Trusts in Metro Areas   <i>Janell O'Keefe, Mary Vandevord</i>   Basic <sup>RM</sup></p> <p>E15. Land Trusts, Landscape Connectivity and Wildlife Highway Projects   <i>Kylie Paul, Bray Beltrán, Dirk Bryant</i>   Intermediate</p>	<p>F13. Protecting River Corridors: Climate and Drought Resiliency   <i>Wendy Weaver, Katie Jagt</i>   Intermediate</p>