

Maryland  
Environmental  
Trust

# MARYLAND LAND CONSERVATION CONFERENCE & SYMPOSIUM

Innovation in Conservation:  
Readying for the Opportunities and Challenges Ahead

MAY 16 & MAY 17, 2019

Maritime Conference Center  
Linthicum Heights, MD



# WELCOME

## to the 2019 Maryland Land Conservation Conference & Symposium

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Maryland Environmental Trust, together with our partners and sponsors, is honored to bring together land trusts, conservancies, local and state government agencies, heritage organizations, community groups, members of the agricultural community and other partners for the annual statewide land conservation conference.

Each year, this event provides a unique opportunity to connect, learn, share, and celebrate our collective work. It is also an opportunity to look to the future and imagine what must be done to ensure that land conservation remains a central value in our communities.

This year's two day event, features our traditional conference offerings on May 16 including a keynote, special lunch speaker, educational sessions and networking opportunities. The conference will offer a variety of tracks on Conservation Innovation in Agriculture; Frontiers in Conservation Financing and Advanced Topics in Conservation. The Symposium on May 17 is an opportunity for newly elected and veteran county representatives and administrators to gather with Maryland's conservation partners and discuss how State conservation programs and land trusts can be useful partners for advancing the quality of life and economic vitality goals for counties, cities and towns.

We thank our generous sponsors who help make the conference accessible and affordable. We are also grateful for our partner land trusts, speakers, and attendees for their continued support.

While you are here, I hope you take the time to exchange stories, develop new and exciting partnerships and take a moment to celebrate our successes in creating healthy communities through the protection of open spaces, forests, farmlands and wildlife areas.

Thank YOU for your long term commitment to making Maryland a better place to live, work and play, and we hope you have a wonderful and informative time!

*Mary Burke*

**MARY BURKE**  
Board Chair

*John Turgeon*

**JOHN TURGEON**  
Acting Director



**Maryland  
Environmental  
Trust**

# THANK YOU!

A big THANK YOU to Maryland Environmental Trust's staff, board and especially the Land Trust Advisory Committee and Symposium Advisory Committee who participated in the planning and execution of the 2019 Maryland Land Conservation Conference and Symposium.

Land Trust Advisory Committee: Philip Hager (Chair) - Anne Arundel County Office of Planning & Zoning; Sen. Adelaide Eckardt - Maryland Senator/MET Trustee; Ann Jones - Partners for Open Space; Rick Leader - Scenic Rivers Land Trust; Wally Lippincott - Baltimore county Department of Planning; Jennifer Miller Herzog - Land Trust Alliance; Sarah Taylor Rogers - Harry Hughes Center for Agro-Ecology/MET Trustee; Stacy Sheaffer - Land Acquisition and Planning, DNR; Shannon O'Neil - Frederick County Government; Barbara Hopkins - NeighborSpace of Baltimore County

Symposium Advisory Committee: Charlotte Davis - Rural Maryland Council; Josh Hastings - Lower Shore Land Trust; Ann Jones - Partners for Open Space; Les Knapp - Maryland Association of Counties; Bill Leahy - former MET Director; Lisa Schroeder - Parks and People

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# The Board.



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# Our Mission.

Maryland Environmental Trust is dedicated to working with communities, land trusts, conservation partners and citizens to protect Maryland's most treasured landscapes and its scenic, cultural and natural resources as a legacy for future generations through its conservation easement, stewardship, grants and land trust assistance programs.

Megan Benjamin

Western & Central Region Planner

Ann Gutierrez Carlson

Eastern Region Planner

Jon Chapman

Stewardship Program Manager

Michelle Funches

Technology and Records Manager

Michelle Johnson Grafton

Land Trust Assistance Coordinator

Wendy Hershey

Department of Natural Resources Liaison

Dina Lansinger

Keep Maryland Beautiful Coordinator

Erin McNally

Easement Stewardship Specialist

Kelly Price

Fiscal & Administrative Director

Wendy Stringfellow

Communications & Development Manager

John Turgeon

Acting Director

# The Staff.

# PROGRAM FLOW

CONFERENCE • MAY 16, 2019

**8:30 AM**                    **REGISTRATION OPENS**

**9:00 AM**                    **MORNING MEETINGS**

**9:55 AM**                    **BREAK**

Coffee and snacks are served until 11:00 AM

**10:15 AM**                    **WELCOME & KEYNOTE**

*Preparing the Next Generation with Passion, Inspiration and Excellence (PIE)*

Dr. Mamie Parker - Former Head of Fisheries and Northeast Director of the US Fish and Wildlife Service

**11:15 AM**                    **MORNING PLENARY**

The State of the State of Maryland's Conservation Programs

**12:15 PM**                    **LUNCH**

*Sacred Spaces: Addressing Individual Community Health Through Nature*

Erin Robertson - Nature Sacred

**1:45 PM**                    **CONCURRENT SESSIONS I**

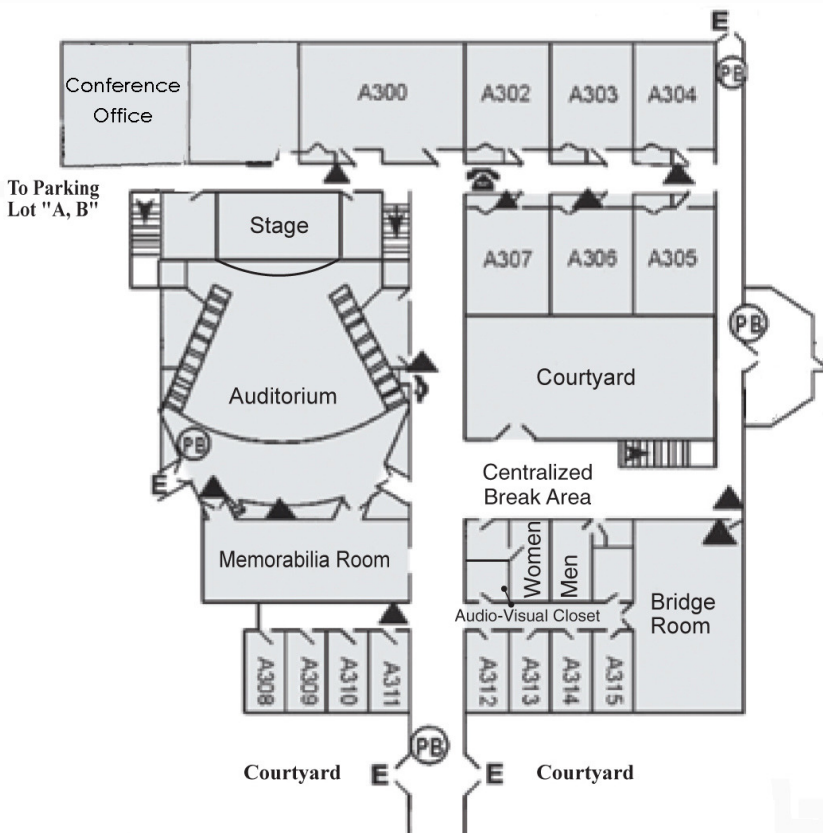
**3:15 PM**                    **BREAK**

Coffee and snacks are served until 4:00 PM

**3:35 AM**                    **CONCURRENT SESSIONS II**

**5:00 PM**                    **NETWORKING RECEPTION**

# MARITIME CONFERENCE CENTER



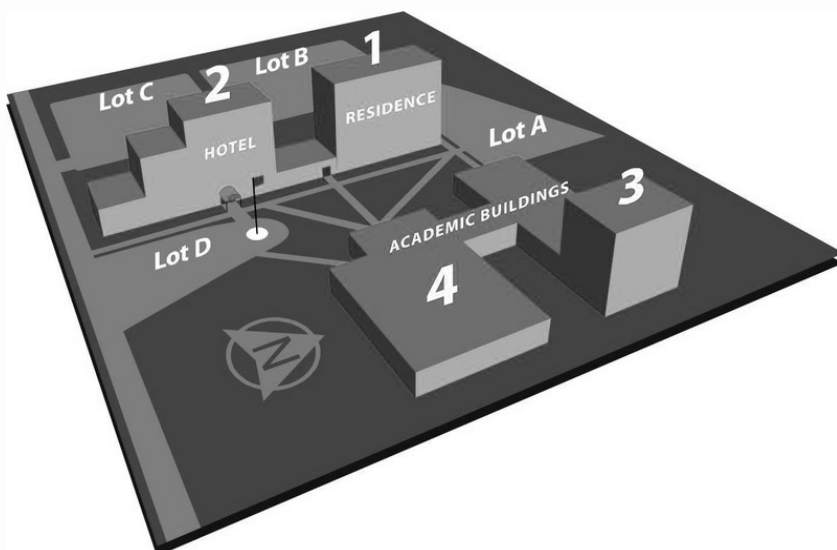
## FLOOR PLAN

### BUILDING 3 NORTH ACADEMIC WING FIRST FLOOR

Workshops and concurrent sessions on May 16 will be held in the Auditorium; Bridge Room; A 300 and A 307.

Networking hour on May 16 will be held in the Centralized Break Area from 5:00 PM - 6:00 PM.

The program on May 17 will be held in room A 300.



### BUILDING 2 DINING ROOM & HOTEL

Lunch and luncheon speakers on both days will be held in the designated area in the dining room.

# LAND TRUST GRANTS

FOR CAPACITY, EXCELLENCE AND STEWARDSHIP

## AILEEN HUGHES AWARD

Each year, Maryland Environmental Trust presents the Aileen Hughes award to an individual representing a Maryland land trust for outstanding leadership, partnership and innovation in a conservation project or organization development. This year's recipient is:

### ANN JONES

Easement Administrator, Land Preservation Trust

This award is to recognize Ann Jones as an outstanding conservation partner, advocate and leader in the conservation community. Ann's knowledge, service and contribution to Maryland's conservation community are exceptional and her expertise is unmatched. MET congratulates Ann and wishes her continued success!



## JANICE HOLLMANN GRANTS

These grants are awarded to Maryland land trusts to increase capacity, support community programming and innovation, and foster stronger, better connected land trusts.

- ✓ AMERICAN CHESTNUT LAND TRUST
- ✓ BALTIMORE GREEN SPACE
- ✓ CECIL LAND TRUST
- ✓ CONSERVANCY FOR CHARLES COUNTY
- ✓ HARFORD LAND TRUST
- ✓ NEIGHBORSPLACE OF BALTIMORE COUNTY
- ✓ PATUXENT TIDEWATER LAND TRUST
- ✓ SCENIC RIVERS LAND TRUST
- ✓ LOWER SHORE LAND TRUST
- ✓ LAND PRESERVATION TRUST

# MORNING MEETINGS

MAY 16 • 9:00 AM - 9:55 AM

*Room:* BRIDGE ROOM

## CONSERVATION FINANCE 101

The term "conservation finance" is popping up everywhere, but it can be difficult to understand what it means let alone how it applies to your work. This 101 overview will run through the range of innovative--or just plain effective--funding and financing tools and strategies, including examples of how each has been put into practice. We will also point towards trends and updates in the field, particularly those relevant to Maryland. The session will attempt to demystify conservation finance, and will provide attendees with a practical resource library of toolkits, reports, and other resources to continue their exploration.

Allegra Wrocklage – Conservation Finance Network

Andrea Ferri - The Conservation Fund

*Room:* A 300

## MARYLAND'S FOREST CONSERVATION ACT AND THE IMPACT ON RESIDENTIAL DEVELOPMENT AND FOREST COVER CHANGE

Forest resources provide numerous benefits to the residents of Maryland. Starting in 1993, Maryland's Forest Conservation Act (FCA) mandated afforestation and conservation requirements on parcels undergoing development. We analyze the effectiveness of the FCA in rural Baltimore County, including forest cover change for subdivisions in the baseline period prior to the FCA and after the FCA. Our results indicate that, after the FCA regulation, forest cover increased by 21% within subdivisions relative to the amount without the regulation. Parcels with the highest levels of forest cover continue to have significant forest losses, despite the FCA regulations. Because regions with the most intact forest cover are those least protected by the FCA regulations, land trusts and conservation practitioners must conserve high priority forested areas using other approaches including purchase of development rights or conservation easements.

David Newburn - Associate Professor, University of Maryland-College Park



WE ARE PROUD TO SUPPORT  
**THE MARYLAND  
LAND CONSERVATION  
CONFERENCE**

Brown Advisory is an independent investment firm committed to raising the future with our clients, our colleagues and our communities.

# CONFERENCE

## KEYNOTE & LUNCHEON SPEAKERS



### KEYNOTE SPEAKER

*Preparing the Next Generation with Passion, Inspiration, and Excellence (PIE)*

#### DR. MAMIE PARKER

Former Head of Fisheries and Northeast Director, US Fish and Wildlife Service

A current board member of the Chesapeake Conservancy, Dr. Mamie Parker is the former Assistant Director of Fisheries and Habitat Conservation at the U. S. Fish and

Wildlife Service (FWS). Prior to this position, she made history when appointed the first African American as FWS Regional Director of the 13 Northeastern states. Dr. Parker has an extensive amount of experience as a fish and wildlife biologist and an executive, which led her to receiving the annual Ira Gabrielson Award, an award given by FWS leaders to the most outstanding leader. The President of the United States presented Dr. Parker, a Senior Executive Service member, with the Presidential Rank award, the highest award given to government employees. Parker is a leader in various organizations and serves on the Board of Directors of the National Wildlife Refuge Association; and Defenders of Wildlife; and serves on the Chesapeake Conservation Partnership Steering Committee.

### LUNCHEON SPEAKER

#### ERIN ROBERTSON

Executive Director, Nature Sacred

*Sacred Spaces: Addressing Individual and Community Health Through Nature*

Gardens and green spaces, long valued for their aesthetic appeal, are increasingly being recognized for the deeply significant role they play in individual and community health and well-being. This is something the founders of Nature Sacred have long understood. For more than two decades, the nonprofit has been working in and with communities to create what they call Sacred Places, open green spaces that foster mindful reflection, provide solace and foster well-being. Nature Sacred's Executive Director Erin Robertson will speak on the organization's process for creating these spaces, a process that both empowers and guides the community in the creation of their unique nature space. She will also touch on the latest scientific research, which speaks to the power of these spaces to help unite and heal communities, as well as her experiences in the ongoing work, through the Nature Sacred Network, to help ensure these spaces continue to thrive.

# CONCURRENT SESSIONS

MAY 16 • 1:45 PM - 3:15 PM

**Room: A 300**

**Conservation Innovation In Agriculture**

## UPDATES AND INNOVATIONS CONCERNING MARYLAND AGRICULTURE AND NEXT GENERATION FARMERS

The first part of this session will provide just-released information concerning the 2017 Census of Agriculture, including trends in food and fiber production in Maryland. The second part of this session will include presentations on some innovative financing techniques to help young and beginning farmers to acquire productive farmland including the new Next Generation Farmland Acquisition Program, which also helps to preserve productive farmland being purchased by beginner farmers.

Keith Wills - MidAtlantic Farm Credit

Stephen R. McHenry - MARBIDCO

Dale P. Hawks - National Agricultural Statistics Service, USDA

**Room: BRIDGE ROOM**

**Frontiers in Conservation Finance**

## NEW TOOLS FOR THE CONSERVATION FINANCE TOOLBOX: WORKING WITH MITIGATION AND RESTORATION FUNDING

New sources of funding are helping to drive land conservation and restoration of clean water in Maryland, and beyond. Private investment capital is aligning ecological and financial returns—getting more work done on the ground, faster, at lower cost, and with benefits for investors, landowners, and the public. Regulatory compliance requirements are creating public funding sources that must be used to ensure environmental outcomes. Join us for this session and: Learn the basics of how regulatory compliance and mitigation markets work; See the kinds of projects that can be done with these funding sources—including case studies of forest banking and large-scale stream restoration in Cecil County; and Get tips on how land trusts of all sizes can participate in such projects and engage with companies and other partners. We'll have plenty of time for Q&A, and will build on elements of the "Conservation Finance 101" session.

Jennifer Miller Herzog - Land Trust Alliance

Nick Dilks - Ecosystem Investment Partners

Craig Highfield - Alliance for the Chesapeake Bay

Bill Kilby - Cecil Land Trust

**Room: A 307**

**Advanced Topics in Conservation**

## TRYING TIMES: LESSONS TO BE LEARNED FROM FEDERAL TAX CASES INVOLVING CONSERVATION EASEMENT DONATIONS

Since 2005, the courts have issued more than 100 opinions involving challenges to deductions claimed for conservation easement donations and there are additional cases in the pipeline. This session will discuss this growing body of case law, with an emphasis on what easement donors as well as government and nonprofit holders need to know. The presenters will also discuss how to minimize the risk of audit and litigation as well as areas of recent IRS focus.

Nancy A. McLaughlin - Robert W. Swenson Professor of Law, Univ. of Utah College of Law

Karin Gross - IRS Office of Chief Counsel

Charlie Gorham - IRS Office of Chief Counsel

# CONCURRENT SESSIONS

MAY 16 • 3:35 PM – 5:00 PM

*Room: A 300*

Conservation Innovation In Agriculture

## USING FEDERAL FUNDS TO PROTECT AGRICULTURAL LANDS AND AID LANDOWNERS WITH CONSERVATION STEWARDSHIP

Land Preservation Organizations partnering with the USDA NRCS to protect agricultural lands with permanent easements. How the USDA NRCS can help landowners continue to be good stewards of the land using our other suite of programs.

M. Tiffany Davis - Natural Resources Conservation Service, USDA

Jason Gardner - Natural Resources Conservation Service, USDA

*Room: A 307*

Frontiers in Conservation Finance

## HOW THE OVERHEAD MYTH HURTS NONPROFITS AND WHAT CAN BE DONE ABOUT IT

How many times have you heard that nonprofits that keep operational costs low are somehow better or more effective at accomplishing their missions than those who don't? Fifteen years of research shows this pervasive claim to be a myth. The best nonprofits are those whose funders support operating costs in their grants. This session will explore the origins of the myth, how it undercuts effectiveness, and strategies for debunking it. In particular, we will see a case in point of how NeighborSpace employed these strategies to influence its largest funder to completely remove a long-standing cap on how much the organization could spend on its overhead expenses and what that has meant for organizational capacity.

Barbara Hopkins – NeighborSpace of Baltimore County

*Room: BRIDGE ROOM*

Advanced Topics in Conservation

## AGRICULTURAL CONSERVATION LEASING PROJECT

The Agriculture Law Education Initiative and the Harry Hughes Center for Agro-Ecology, Inc. launched the Agricultural Conservation Leasing Project in early 2019. The Project consisted of five regional workshops in which farmers, landowners and agricultural service providers learned how to use a farming lease to foster conservation practices on leased land. The Project highlighted the challenges of implementing conservation practices on leased farmland and the need for further outreach with landowners on this important subject. Conservation professionals, using the Project's resources and educational materials, can facilitate communication between landowners and farmers and initiate greater implementation of conservation practices on Maryland's leased farmland.

Sarah Everhart - Agriculture Law Education Initiative

Nancy Nunn - Hughes Center for Agro-Ecology

# PROGRAM FLOW

SYMPOSIUM • MAY 17

Welcome

9:30 AM

State of Maryland's Conservation Programs – A Quick Primer

10:00 AM

- Ann Jones - Partners for Open Space

Elected Official Panel

10:30 AM

*Moderator: Ken Ulman - CEO Margrave Strategies; former Howard County Executive and Howard County Council*

- Kai Hagen – Frederick County Council
- Earl "Buddy" Hance - Calvert County Commissioner
- Josh Hastings - Wicomico County Council
- John Olszewki, Jr. – Baltimore County Executive
- Steuart Pittman – Anne Arundel County Executive

Luncheon Speaker

12:00 PM

- Wayne Gilchrest – Former US Congressman and Sassafras Environmental Education Center Director

County Administrators and Technical Panel

1:10 PM

*Moderator: Ann Jones - Partners for Open Space*

- Bill Amoss – Harford County Planning and Zoning
- Mark Belton – Charles County Government
- Anne Bradley – Frederick County Land Preservation Program
- John Byrd – Howard County Recreation and Parks
- Wally Lippincott – Baltimore County Department of Planning
- Jeanine Nutter – Prince George's Soil Conservation District
- Barbara Polito - Anne Arundel County Recreation and Parks
- Sue Simmons – Caroline County Recreation and Parks

Closing Remarks

2:30 PM

# Speaker Biographies

## 2019 MARYLAND LAND CONSERVATION CONFERENCE

### **HILARY BELL: LAND ACQUISITION AND PLANNING, DNR**

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Hilary Bell is the Deputy Director of the Department of Natural Resources' Land Acquisition and Planning Unit which administers Program Open Space, the Rural Legacy Program, and the CREP Permanent Easement Program. Hilary has been with the Department since 2013 and previously worked for the Maryland Department of Budget and Management as a capital budget analyst assigned to the state's environmental agencies. She earned her Masters in Public Administration from the University of Delaware's School of Public Policy and Administration and resides in Baltimore City.

### **MICHELLE CABLE: MARYLAND AGRICULTURAL LAND PRESERVATION FOUNDATION**

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Michelle Cable is the Executive Director of the Maryland Agricultural Land Preservation Foundation, appointed in 2018. She joined MALPF as an Administrator in 2011, where she managed easement applications, stewardship and compliance matters, general inquiries, and requests from landowners. Before joining MALPF, she was the Director of Protection for the Georgia Chapter of The Nature Conservancy, overseeing land preservation for five years, and with the Rural Legacy Program at DNR for six years. She received a Masters of Environmental Management from Duke University and a B.A. from Wake Forest University. Michelle is a life-long equestrian and currently owns one horse.

### **M. TIFFANY DAVIS: UNITED STATES DEPARTMENT OF AGRICULTURE NATURAL RESOURCES CONSERVATION SERVICE**

E: [tiffany.davis@md.usda.gov](mailto:tiffany.davis@md.usda.gov) | P: 443.482.2950 | W: [www.nrcs.usda.gov](http://www.nrcs.usda.gov)

M. Tiffany Davis has worked with USDA Natural Resources Conservation Service since 1998 when she started as a student intern. Since 2009, she has worked as a Farm Bill Program Specialist in the Maryland State Office where she manages the Agricultural Conservation Easement Program, Wetland Reserve Program, and Farm and Ranch Land Protection Program. She has also served as a Soil Conservationist in numerous field offices in New Jersey. Davis received a Master of Science in Horticulture from Iowa State University and a Bachelor of Science in Plant and Soil Science from the University of Maryland Eastern Shore.

### **NICK DILKS: ECOSYSTEM INVESTMENT PARTNERS**

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Nick Dilks is a Managing Partner and Managing Director at Ecosystem Investment Partners (EIP), which he also co-founded in 2006. Nick has extensive experience in land conservation, finance, private equity fund management and real estate. Prior to EIP, he spent 10 years with The Conservation Fund, most recently as its Vice President for Real Estate. He has a BA in Environmental Science & Policy from Duke University and an MBA from the University of Maryland.

### **SARAH EVERHART: AGRICULTURE LAW EDUCATION INITIATIVE**

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Sarah M. Everhart is a Managing Director of the Agriculture Law Education Initiative at the University of Maryland Francis King Carey School Of Law. Sarah is a graduate of Washington College and a cum laude graduate of Elisabeth Haub School of Law at Pace University. She practiced law in Maryland for nine years and her areas of expertise include land use and environmental law. Everhart sits on the Talbot County Soil Conservation Board of Supervisors and the section council of the Agricultural Law section of the Maryland State Bar Association.

### **ANDREA FERRI: THE CONSERVATION FUND**

E: [aferr@conservationfund.org](mailto:aferr@conservationfund.org) | P: 703.908.5818 | W: [conservationfund.org](http://conservationfund.org)

Andrea serves as the Operations Manager for the Conservation Loan program. She is responsible for streamlining the loan application process by interfacing with conservation organizations, working with borrowers to complete their application materials, and managing The Fund's portfolio of active loans. Previously, she worked with the Conservation Finance Network's effort to accelerate land and resource conservation by expanding the use of innovative funding and financing strategies. Before joining The Fund, Andrea worked in Development at the worldwide office of The Nature Conservancy. In this role, she worked with Principal Gift level fundraisers to manage donor-driven events and provided grant administration support.

### **JASON GARDNER: UNITED STATES DEPARTMENT OF AGRICULTURE NATURAL RESOURCES CONSERVATION SERVICE**

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Jason Gardner is in Maryland on a special assignment as the Assistant State Conservationist for Programs through the end of May 2019. He comes to Maryland from Auburn, Alabama where he is the Easements Program Manager. He is a committed father, devoted husband and passionate missionary. Gardner has nurtured a career of helping people help the land in various roles within the Natural Resources Conservation Service.

### **CHARLES W. GORHAM: IRS OFFICE OF CHIEF COUNSEL**

E: [Charles.W.Gorham@irs.counsel.treas.gov](mailto:Charles.W.Gorham@irs.counsel.treas.gov) | W: [www.irs.gov/about-irs/office-of-chief-counsel-at-a-glance](http://www.irs.gov/about-irs/office-of-chief-counsel-at-a-glance)

Charlie Gorham is a Special Counsel in the IRS Office of Chief Counsel in Washington, DC. He has been involved in many charitable contribution issues, including the interpretation and enforcement of conservation easement laws.

### **KARIN GROSS: IRS OFFICE OF CHIEF COUNSEL**

E: [Karin.Gross@irs.counsel.treas.gov](mailto:Karin.Gross@irs.counsel.treas.gov) | W: [www.irs.gov/about-irs/office-of-chief-counsel-at-a-glance](http://www.irs.gov/about-irs/office-of-chief-counsel-at-a-glance)

Karin Gross is Special Counsel in the IRS Office of Chief Counsel in Washington D.C. She has been involved in much of the litigation and other IRS developments regarding interpretation and enforcement of the § 170(h) deduction for conservation easements donations. She lectures widely in a variety of venues on these issues.

### **DALE P. HAWKS: NATIONAL AGRICULTURAL STATISTICS SERVICE, USDA**

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Dale Hawks was raised on a small farm in southwest corner of Michigan. The 120 acre farm had chickens, cattle, one milk cow and grew corn, soybeans, wheat, oats and hay. He graduated from Michigan State University with a degree in Food Systems Economics and Management. Before graduation, he started taking statistics courses and found a student internship with the U.S. Department of Agriculture (USDA) National Agricultural Statistics Service (NASS). Upon graduation, he was offered a job in the California office and now over 35 years later, he has been with NASS holding several different positions from Statistician, Group Leader, Assistant to Associate Administrator, Deputy Director, Section Head, and currently Maryland/Delaware State Statistician for USDA/NASS. His commitment to the US farming community and NASS is evident by his dedication to serve the public with vital agricultural statistics. An avid golfer and sports enthusiast, Dale has been happily married over 30 years with two adult sons.

### **JENNIFER MILLER HERZOG: LAND TRUST ALLIANCE**

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Jennifer manages the Chesapeake Land and Water Initiative, a partnership between the Land Trust Alliance and the Chesapeake Bay Funders Network to accelerate land conservation and stewardship on conserved lands to directly benefit water quality. She has worked in philanthropy, policy advocacy, grassroots organizing, and fundraising in the environmental nonprofit sector. Prior to the Alliance, she worked at Chesapeake Bay Foundation, The Wilderness Society, and Wilburforce Foundation.

### **CRAIG HIGHFIELD: ALLIANCE FOR THE CHESAPEAKE BAY**

E: [chighfield@allianceforthebay.org](mailto:chighfield@allianceforthebay.org) | P: 410.267.5723 | W: [allianceforthebay.org](http://allianceforthebay.org)

Craig Highfield is the director of Chesapeake Forests for the Alliance for the Chesapeake Bay. The goal of the program is to promote the benefits of forests in the landscapes, engage private landowners in sustainable forest management practices and increase forest cover on land throughout the Chesapeake Bay watershed. Craig has been with the Alliance for eleven years and holds a master's degree in Environmental Science from Johns Hopkins University and is an ISA Certified Arborist.

### **BARBARA L. HOPKINS, JD, ASLA: NEIGHBORSPACE OF BALTIMORE COUNTY**

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Barbara Hopkins is a lawyer and landscape architect. Since 2009, she has been the Executive Director of NeighborSpace of Baltimore County, a non-profit, urban land trust. She also blogs about strategies for growing small nonprofits at <https://www.choosetoimprove.org>. Barbara currently serves as president of the Friends of Maryland's Olmsted Parks and Landscapes, immediate past president of the Maryland Chapter of the American Society of Landscape Architects, and as a board member of the League of Women Voters of Baltimore County.

### **COLLEEN KENNY: MARYLAND FOREST SERVICE, DNR**

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Colleen Kenny is the Forest Health and Watershed Planner for the Maryland DNR Forest Service. She manages Maryland's Forest Legacy Program and coordinates the state's participation in the national Forest Legacy Program. Colleen also manages DNR's forest health programs, which tackle invasive species. Colleen has been with DNR since 2015. She earned her B.A. in English and Environmental Science from Colby College in Waterville, ME. She earned her M.S. in Forestry from the University of New Hampshire. Colleen lives in Edgewater, Maryland with her fiancé and their husky, where they enjoy exploring new parks and trails.

### **BILL KILBY: CECIL LAND TRUST**

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A life-long dairy farmer, Bill Kilby has been involved for more than 20 years in land and water conservation with Cecil Land Trust and now with the new Cecil Conservation Partnership. In recent years, Kilby Farms has formed a partnership with a neighboring private school to promote land and water conservation and a food systems approach, that involves local foods in their cafeteria and food waste to Kilby Farms methane digester. Bill and his wife, Phyllis have recently retired from farm management but still enjoy promoting the next generations production of Kilby Farms Dairy products and Firetower Farm beer. All of the Kilby Farm is in permanent land protection. Bill's leadership and innovation, and commitment to community partnerships and education, garnered him MET's fifteenth annual Aileen Hughes Award for conservation excellence – which recognized exceptional contributions of leader in the Maryland land trust community.

### **STEPHEN R. MCHENRY: MARYLAND AGRICULTURAL AND RESOURCE-BASED INDUSTRY DEVELOPMENT CORPORATION (MARBIDCO)**

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Steve McHenry has served as the Executive Director of the Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) since 2006. MARBIDCO, as a quasi-public commercial ag lender and financial intermediary organization, provides development and credit-enhanced financing to beginning and established food and fiber producers and processors, and also helps to facilitate rural land preservation. Prior to this, he held the positions of Executive Director of the Rural Maryland Council and Director of Government Affairs for the Maryland Municipal League. Steve holds undergraduate and graduate degrees (from St. Mary's College of Maryland and the University of Maryland/University College Graduate School of Management and Technology, respectively), and was a fellow in the 2000 Class of LEAD Maryland and a member of the 2002 Class of Leadership Maryland.

### **NANCY A. MCLAUGHLIN: ROBERT W. SWENSON PROFESSOR OF LAW, UNIVERSITY OF UTAH SJ QUINNEY COLLEGE OF LAW**

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Professor McLaughlin writes and lectures extensively on conservation easement, tax, and nonprofit governance issues. She consults with land trusts, landowners, and others regarding conservation easements. She serves on the board of Utah Open Lands and on Vital Ground and the Wildlife Land Trust advisory boards. She has published many articles on conservation easements (see [http://papers.ssrn.com/sol3/cf\\_dev/AbsByAuth.cfm?per\\_id=95358](http://papers.ssrn.com/sol3/cf_dev/AbsByAuth.cfm?per_id=95358)) and blogs on easement current developments.

### **DAVID NEWBURN: UNIVERSITY OF MARYLAND, COLLEGE PARK**

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Dr. David Newburn is an associate professor and extension specialist in the Department of Agricultural and Resource Economics at the University of Maryland, College Park, where he has been a faculty member since 2012. He has worked extensively on spatial models of land-use change for managing urban sprawl and has examined the effectiveness of land-use policies to conserve forest and farmland. Dr. Newburn is a research affiliate with the National Center for Smart Growth and was appointed to serve on the Chesapeake Bay Program Scientific and Technical Advisory Committee.



### **NANCY NUNN: HUGHES CENTER FOR AGRO-ECOLOGY, INC.**

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Nancy Nunn is the Assistant Director of the Harry R. Hughes Center for Agro-Ecology, a position she has held since 2018. Prior to that she served as the Center's Outreach, Education and Advancement Coordinator. She has a BA in Political Science and a MA in History from Washington College in Chestertown, Maryland. Prior to her time at the Center, she was employed at Washington College in the Advancement Office, where she worked with the institution's parents, alumni, and friends.

### **ERIN ROBERTSON: NATURE SACRED**

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At the beginning of 2018, Erin assumed the executive director position at the TKF Foundation/ Nature Sacred, after having served as our director of enrichment grants. She is leading the Foundation at a pivotal time, as our attention shifts to our Nature Sacred Program. As executive director, she is working to place a spotlight on the way urban green spaces can foster stronger cities in lasting, meaningful ways. Prior to joining TKF/ Nature Sacred, Erin was with the Chesapeake Bay Foundation's development department. She also previously served as Legislative Director for the Majority Leader of the Maryland State Senate.

### **JENNIFER RUFFNER: MARYLAND HERITAGE AREAS PROGRAM**

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Jennifer Ruffner serves as the Administrator of the Maryland Heritage Areas Program at the Maryland Historical Trust. She joined the Trust in 2009. Previously, Ms. Ruffner held management and curatorial positions with museums and historic sites across Pennsylvania, Maryland and Washington, D.C., including the B&O Railroad Museum, the Maryland Historical Society, and the Queen Anne's County Historic Sites Consortium. Ms. Ruffner holds a MA in Museum Studies from the University of Newcastle upon Tyne, and a MLS in Archives and Information Management from the University of Maryland, College Park. She also earned a Certificate in Historic Preservation from Goucher College.

### **STACY SCHAEFER: LAND ACQUISITION AND PLANNING, DNR**

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Stacy Schaefer is the Associate Director of the Land Conservation group with the Maryland Department of Natural Resources. She oversees the DNR team responsible for the administration of three purchase land conservation programs: The Rural Legacy Program, the CREP Permanent Easement Program, and Program Open Space State-Side. Stacy has been conserving land with DNR since 2006. She earned her Juris Doctorate degree at the George Washington University Law School in 1991 and practiced corporate law in Washington, D.C. for over a decade before coming to DNR. She resides in Harwood, Maryland with her husband and nine year old son on a small farm they share with their horses and chickens.

### **JOHN TURGEON: MARYLAND ENVIRONMENTAL TRUST**

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John Turgeon is MET's Conservation Easement Program Manager and, since April 2019, also MET's Acting Director. He has close to twenty years of land conservation work experience in both the non-profit and local government sectors. Previous positions include Director of Land Protection for the Willistown Conservation Trust, a non-profit land trust in southeastern Pennsylvania, and Senior Planner for Montgomery County, Maryland's "Legacy Open Space" initiative. John holds a B.A. in Geography from the State University of New York at Plattsburgh, and a Master of Regional Planning from the State University of New York at Albany. He resides in Annapolis, Maryland.

### **KEITH WILLS: MIDATLANTIC FARM CREDIT**

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Keith is a Commercial Loan Officer with MidAtlantic Farm Credit. Farm Credit is one of the largest agriculture and rural lenders in the Mid-Atlantic region. He came to Farm Credit in 1993. Keith is a Lead Maryland fellow, class of 2006. He is an agriculture and rural entrepreneurial business coach with the University of Maryland Extension Rural Enterprise Development Center. He is also a board member of The Harry R. Hughes Agro Ecology Center, Maryland Agriculture Resource Council, The Maryland Horse Council and The Manor Conservancy. He has served as treasurer for multiple agriculture nonprofit organizations and is current Treasurer of the Maryland Agriculture Resource Council.

## ALLEGRA WROCKLAGE: CONSERVATION FINANCE NETWORK

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Allegra is the Program Coordinator for the Conservation Finance Network (CFN), supporting public, private, and nonprofit professionals working in conservation finance through intensive trainings, workshops, and network building to increase resource-sharing and accelerate conservation financing strategies. Previously, Allegra worked for the World Wildlife Fund's US Government Relations team on lobbying and advocacy for sustainable agriculture and wildlife policy. She also interned for the World Resources Institute researching forested watershed management and served as an AmeriCorps member with the Wildlands Trust in Massachusetts, working with municipalities and private landowners to coordinate land conservation activities in the region.



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