



Special Board of Directors Meeting

3:30pm, September 28th, 2021

AGENDA

Zoom link: none – meeting conducted in person

- A. **What's Coastal Mountains Land Trust got going on right now?** (see pg. 3)
- B. **Board Update:** Update on First Light Learning Journey – Roy Call
- C. **Board Focus on Development:** Open Sharing of Success Stories & Member / Donor Profiles
- D. **Action Items:**
 - 1. **Proposed Board Motion:** To approve minutes from the August 31, 2021 monthly meeting of the Board. (see pg. 4)
 - 2. **Proposed Board Motion:** Youth / Student Board Members
At the recommendation of the Board Advancement Committee, the Board of Directors hereby approves the adoption of the committee's Youth/Student Board Member Proposal and for the committee to begin to recruit 1-2 youth/student board members to serve as full, three-year voting members, receiving an in-depth introduction to the Land Trust and to the operations and value of nonprofits in general. (see pg. 8)
 - 3. **Board Discussion:** Growing the Board and Committee Recruitment Pool (see pg. 10)
 - 4. **Board Discussion:** Proposed Board Leadership Slate – Executive Committee (see Exec. Comm minutes)
- E. **Priorities We're Working On**
 - a. Executive Director report
 - i. Staff Updates / Development & Communications Hiring Process Updates
 - ii. Status Report on Capital Fundraising
 - iii. Building Committee updates – thank you to Gianne & Roy
 - 1. Head of Tide space concept
 - 2. October 15th White Paper deadline
 - iv. Land Protection –
 - 1. Gronros Property process
 - v. Community Engagement

F. Committee Updates

1. **Major Gifts Committee** (*minutes, pg. 11*)
2. **Membership & Marketing Committee** (*minutes, pg. 13*)
3. **Finance and Investment Committee** (*minutes, pg. 14*)
4. **Land Protection Committee** (*minutes, pg. 20*)
5. **Stewardship Committee** (*site visit, updates, pg. 22*)
6. **Building Committee** (*met 9/23, minutes forthcoming*)
7. **Board Advancement Committee** (*minutes, pg. 24*)
8. **Executive Committee** (*minutes, pg. 25*)

Upcoming Committees / Board Meetings:

As needed	Building Committee
Thursday, Sept. 30 th	4:00pm DEI Committee
Tuesday, October 12 th	12 noon: Membership & Marketing Committee 1:15pm Stewardship Committee 4:00pm Executive Committee
Weds., October 13 th	2pm Major Gifts Committee 3:30pm Land Protection Committee
Thurs., October 14 th	Land Trust Talk: Camden Public Library
Weds, Oct. 20 th (tentative)	Time TBD: Beech Hill Trail Extension Dedication
Weds, October 20 th	1:00pm Finance Committee 2:30pm Board Advancement Committee
Tuesday, Oct. 26 th	9:00am to 3:00pm – Board & Staff Retreat – Review of Strategic Plan



What's Going On at the Land Trust Now?

September 2021

Drafted by Polly Jones, Office Manager

Stewardship

Waldo County

- Mill Brook: the large bridge was finished over the stream, an additional small bridge was put in.
- Mount Tuck: Trail layout is in full gear. Expect trail work to start next month.
- Dillon finished as Pendleton Intern after a great three months. He is working seasonally for Kennebec Estuary Land Trust as a stewardship assistant.
- The El Depot mountain bike and hiking trail (the former ski area in Belfast, it was renamed to "El Depot" its old name in the 1970s) will be officially opening this month. Local bikers are very excited and are thankful for CMLT's help.

Knox County

- Annual Easement Monitoring is underway. Lots of awesome, involved, conservation landowners getting involved in their forests.
- Recent Wednesday Work Crew Projects include clearing a field at the top of Hatchet Mtn., further development of an outdoor classroom at Camden Rockport Elementary School, and some bog bridging repair and trail maintenance at Hattie Lamb (Fernalds Neck).
- Tentative scheduling of Beech Hill Extension Trail Grand Opening set for Oct. 20 in the afternoon in collaboration with MCHT (more specifically Erickson Fields).

Development

- Membership Party and Volunteer Celebration will be held outside at the Belfast Boathouse on Tuesday, September 28 from 5-7:00pm.
- The numbers keep growing: 68 new members since 6/1/21.

Community Engagement

- Four guided walks in support of the Trail's Challenge: *Ducktrap to Tanglewood* hike, *Climate Change Impact* walk on the Rail Trail, *Family Ecology Excursion* at the Head of Tide and *A Glimpse Beyond the Beech Nut* at the Beech Hill Preserve.
- Our Kites and Ice cream annual event on Beech Hill had 170 children in attendance and approximately 350+ people in total.
- Maine Adaptive Sports and Recreation participants biked on portions of our new Round the Mountain Trail from the Thorndike Brook Trailhead.
- Camden-Rockport Middle School's entire seventh grade visited seven of our preserves while eight volunteer naturalists guided their science observations for their multidisciplinary "*Learning How to See*" curriculum.
- A four- part series of Outdoor Experiential Ecology programming for Camden-Rockport Elementary School's new Nature-based Preschool in the forest adjacent to the school.

Land Protection

- Mount Tuck: We received a \$40,000 anonymous donation to the campaign. The Smith properties will close by the end of the year.
- The Maine Natural Resources Conservation Program grant application in support of the Agnew property purchase in Knox has been submitted. We will hear about any award given in late November.

Natural Phenomenon

- A mushroom explosion this year!!

Minutes
Coastal Mountains Land Trust
Special Board of Directors Meeting
August 31, 2021

Board members present: Wallingford, President; Call, Collins, Conard, Gabel, Johnson, McDevitt, Rittmaster, Thanhauser, Urey, White, Wolfe

Board members absent: McLaughlin Pike, Moore, Noble, Ruffin

Staff present: Stewart, Jones, Rogers

The meeting came to order at 4: 00 p.m. via Zoom. A quorum was present throughout. Newly-elected Board member Emily McDevitt was welcomed.

A. What's Coastal Mountains Land Trust Got Going On Right Now? (p. 4 in Board packets for today's meeting)

Permanent trail signs have been installed on the Round the Mountain Trail. The parking lot for the Beech Hill trailhead on Rockville Street is under construction. Sale of the three-acre Lacombe parcel on the Ducktrap River to the Maine Dept. of Inland Fisheries and Wildlife has closed. The Land Trust has purchased a conservation easement on the Barrows property in Lincolnville. The annual membership meeting and party will be held under a tent outside the Belfast Boathouse on Tuesday, Sept. 28, at 5 p.m., preceded by a Board meeting at 3:30 p.m. at the same location.

B. Action Items

B. 1. Minutes of July 27, 2021 – Approved as Amended

Conard called for several changes to the minutes. She did not attend the July 27 Board meeting, so her name should be deleted from the list of Board members present. The word “trail” should be deleted from the sentence about the DEI Workgroup at the bottom of p. 1. She asked that the fifth sentence in D. Building Committee Process Update be changed to read, “The foundation does contain rebar, although it is not installed as documented in the original specifications.” (new text underlined). On motion of Johnson/Call, Board members voted unanimously to approve the July 27 Board minutes as amended with these changes.

B. 2. Recreational Trails Program Resolution/Vote of Legislative Body of Membership

Executive Director Stewart gave background about the Maine Recreational Trails Program. The Land Trust received \$120,000 from the Recreational Trails Program three or four years ago. We applied unsuccessfully last year, although our application scored higher than any other received. This year we plan to apply for \$50,000, which is half the amount needed for the RTM Trail. We are required to put the work out to bid. The firm doing the work currently will bid on continuing the project. Grant applications are due by Sept. 24. VOTE: On motion of Collins/Gabel, Board members voted unanimously to approve a motion in favor of applying for a Recreational Trail Development Grant from the Bureau of Parks and Lands for Phase III of the construction of the Round the Mountain trail project.

B. 3. Approval of Acquisition of Agnew Property, Town of Knox

The 109-acre Agnew property in the town of Knox is located between the ~5,000-acre Frye Mountain Wildlife Management Area and a large tract of timber land owned by the Bessey Timber Company. The Agnew land includes a spectacular 29-acre wetland complex which includes inland wading bird/waterfowl habitat and the southernmost known location in Maine for the mink frog. It may also provide habitat for spotted turtles. There are four documented vernal pools on the property. The Agnew property is located one parcel away from the Bloomstein, Wagner and Smith properties, which the Land Trust is in the process of conserving. The Agnew property scored in the 99th percentile on our criteria worksheet. Land Protection Program Director Rogers said that an unusual feature of the property is that there are no tree stumps. The

land was probably originally pasture land that has been allowed to grow up to a beautiful mature forest, with trees ~120 years old.

The landowner has agreed to sell the property for the appraised price, \$95,000. There is currently a lot of money available for wetland conservation. We plan to submit a proposal for full funding to the Natural Resources Conservation Program for Wetland Conservation, due next week. Total project cost including acquisition, stewardship, surveying, title, etc. might be \$111,000 - \$115,000. We should learn about the grant by the end of November. The purchase and sale agreement runs through the end of March, 2022.

Discussion

Johnson asked if there are any old cellar holes along Old County Road, a discontinued town road that runs through the Agnew property. Rogers said that no cellar holes have been found on the Agnew land. There is a farmhouse on abutting property.

Rittmaster suggested trying to get someone from Inland Fisheries and Wildlife to lead a nature walk on the property next year, if we succeed in buying it.

Urey asked what the market value of the Agnew property is. Rogers said that the appraised value, \$95,000, is probably pretty close to market value. The appraisal states that the highest and best use of the property is for recreation.

Gabel said his understanding is that the property has not been surveyed. He asked whether the purchase price is contingent upon a boundary survey. Rogers said that the Land Trust's policies say that if the boundaries are well marked, we do not need to get a survey prior to purchase. The grant for which we will be applying does not require a survey. Most of the boundaries of the Agnew land are very well marked, because it abuts Bessey Timber Company land, and they are very good about marking their boundaries.

VOTE: On motion of Johnson/Collins, Board members voted unanimously to approve entering into a purchase and sale agreement for the purchase of fee title to a ca. 109-acre property, owned by Emily Agnew, that is located off Old County Road in the Town of Knox. The purchase price for the property shall not exceed \$95,000. The Board of Directors approves all expenditures necessary to complete this purchase, including transaction costs of up to \$3,000, and authorizes the President, or in her absence another officer of the Board of Directors, to execute all documents necessary to enter into the purchase and sale agreement and to close on the purchase. In addition, the Board of Directors approves allocation of funds at closing of the acquisition, or as soon thereafter as funds are available, to the Conservation Lands Defense TRF and the Land Trust Stewardship Reserve TRF as stated in the policies of the Board of Directors.

B. 4. Nomination of Burt Sturup and Kim Shelley for Chatfield Conservation Award

Stewart said that the Chatfield Conservation Award is named in honor of the Chatfield family, whose members have been involved in several early conservation projects in our area. The Chatfield Award honors extraordinarily generous gifts of conservation value to the community. On motion of Johnson/Call, the Board of Directors hereby nominates Burt Sturup and Kim Shelley, the donors of the Sturup-Shelley conservation easement, for the Chatfield Conservation Award, for their generosity in conserving their land on Tilden Pond for the permanent benefit of the Ducktrap watershed.

B. 5 Nomination of Phil Gaudet for Zwartjes Award

The Board of Directors voted unanimously to nominate Phil Gaudet for the Zwartjes Award for his extraordinary volunteer service over many years which has benefited our stewardship program. In addition to being a regular member of the Wednesday morning work crew, Phil most recently assisted with the construction of a series of high-quality boxes to hold and deploy our new system of trail counters on a variety of trails throughout our service region.

B. 6. Nomination of Wayne Ruesswick for Zwartjes Award

The Board of Directors voted unanimously to nominate Wayne Ruesswick for the Zwartjes Award for his efforts in support of the Land Trust and the Round the Mountain Trail project, specifically the construction of the large kiosk at the Thorndike Brook Trailhead for the Round the Mountain Trail.

B. 7. Nomination of Belfast Bay Watershed Coalition for Connecting Nature and Community Award

On motion of Conard/Urey, the Board of Directors voted unanimously to nominate the Belfast Bay Watershed Coalition (BBWC) for the Connecting Nature and Community Award in honor of its many years of work dedicated to engaging adults and school children in the greater Belfast area, in addition to getting people outside on Land Trust properties throughout the year. Coastal Mountains Land Trust was a founding member of BBWC, and has benefited greatly from the enthusiasm, volunteerism, and support of BBWC members over many years.

C. Priorities We're Working On

a. President's Report – Board Vacancies

Collins and McLaughlin Pike will be term-limited off the Board in September, having served for nine years. Moore will be stepping down from the Board, as he is moving back to Oregon. Urey has completed two terms on the Board and does not seek reappointment, due to work and family obligations. The four departing Board members will be thanked and honored at the Board appreciation party on Sept. 16. Wallingford asked all Board members to think about good potential Board candidates and give suggestions to the Board Advancement Committee.

b. Executive Director's Report

The Beech Hill trail is open, and can be walked.

Board members will be asked to complete and return a COPE analysis, which is a Culture of Philanthropy study being offered pro-bono by Demont and Associates out of Portland.

Please let Dan Johnson know if you plan to attend the Board appreciation get-together on Thursday, Sept. 16 from 4 to 6 p.m. at his place.

The Annual Membership Meeting and volunteer celebration will be held at 5:00 p.m. on Tuesday, Sept. 28 under a tent outside the Belfast Boathouse, preceded by a Board meeting starting at 3:30 p.m. at the same location.

Board officers for the coming year will be elected following the Annual Membership Meeting. We need a new Board secretary to replace Urey.

A Board/staff retreat to review the Strategic Plan will be held on Tuesday, Oct. 26, from 9 a.m. to 3 p.m., at a location to be announced – likely either the Belfast Boathouse or Beech Nut.

D. Committee Updates - none

Major Gifts Committee (no meeting)

Membership and Marketing Committee (minutes, p. 18 in Board packets for today's meeting)

Finance and Investment Committee (minutes, p. 19)

Land Protection Committee (minutes, p. 28)

Stewardship Committee (minutes, p. 31)

Building Committee (meeting Aug. 30, no minutes in Board packets for today's meeting)

Board Advancement Committee (minutes, p. 38)

Executive Committee (minutes, p. 39)

Next regular Board meeting: Tuesday, Sept. 28, 3:30 p.m., Belfast Boathouse

Annual Meeting of the Membership: Tuesday, Sept. 28, 5:00 p.m., Belfast Boathouse

The Board meeting was adjourned at 4:55 p.m.

Respectfully submitted,

Susan S. R. Alexander
Recording Secretary

**Coastal Mountains Land Trust
Board of Directors
Youth/Student Board Member Proposal**

Prepared by The Board Advancement Committee

September 24, 2021

The Coastal Mountains Land Trust Strategic Plan (Strategy 4A*) includes a recommendation for including two student members on the Board of Directors (BOD), and the Board Advancement Committee (BAC) was tasked with recommending to the full board how best to accomplish this goal, which will bring to the board a new perspective and enhance our efforts in Diversity, Equity, and Inclusion (DEI).

After reviewing several different options that addresses term and status, The BAC recommends to the BOD that we recruit two students as Board Members, one each from our northern and southern service areas, to serve as fully fledged members of our Board of Directors, with all the rights and responsibilities that entails (within the boundaries of their abilities). Regardless of the term or status, we want a student who is already generally committed to the mission of the Land Trust, community engagement, and protection of the environment.

The BAC discussed several options, and seriously considered the three listed below:

1. One-year term/nonvoting member
2. One-year term/full voting member
3. Three-year term/full voting member

Each of these options has advantages and disadvantages.

- A one-year term (whether voting or nonvoting) ensures that the student member will always be a local high school student, thereby providing a direct outreach to that specific demographic. As a student representative, he or she is likely to have a faculty member or parent providing guidance, helping the student to stay engaged. A non-voting member would have less responsibility and perhaps less sense of inclusion, whereas a voting member would carry the full weight and gravity of board membership. The BAC was concerned that a one-year term is too short a period for real engagement with the organization, and not enough time to understand the organization or operations of a non-profit.

- The three-year option has the possibility of a fully engaged young board member, one who understand the organization (as well the general operations of a nonprofit), perhaps beginning a lifetime commitment to the Land Trust and nonprofits. The disadvantage is that, should the member be a junior or senior in high school, he or she would be a college student for the remaining one or two years of the three-year term. The committee felt that this is not detrimental, as the member would still be representing the younger demographic we are trying to reach. With a staggering of terms, and the possibility that a member could step down early, we expect that we would always have at least one member who is a current high school student.

Recommendation

The BAC determined that the most effective role for a young board member would be to serve as a full, three-year voting member, receiving an in-depth introduction to the Land Trust and to the operations and value of nonprofits in general.

Method of Recruitments and Roles/Responsibilities.

1. Student members will be recruited through the local high schools. Belfast and Searsport will alternate members. Land Trust staff/BAC will reach out to the high schools to seek candidates. BAC recommends that we bring on one of them for a shorter (two year) term so that terms are staggered.
2. They will serve regular three-year terms. The ED/BAC will perform a review at the end of each year to discuss what they have learned, their ideas and their future with the board. If, upon reflection, the student and BAC determine it is not (or will not be) a successful continuation, the member can resign.
3. They will be full members (recognizing school comes first).
4. They will serve on Committees and support the Land Trust as they are able (we do not expect monetary support!).

*From Strategic Plan STRATEGY #4a: Maintain a volunteer board and active committees which represent our service region, possess specialty skills, and have a deep commitment to the Land Trust's mission. Benchmarks: - -The Board of Directors maintains 15+ members and represents the diversity of the communities we serve.(ongoing) -Board leadership succession policy is updated and implemented. (2020) - - Two high school students² one each from Waldo and Knox Counties) serve on the Land Trust board/committees. (2021)

Committee and Board Advancement Recruitment List

CONFIDENTIAL					
					Recruitment Priorities
		Current			
Merrill	Jane	Marketing assistance	???	Camden National Bank	
Youth Members:	Belfast HS I candidate		Waldo Cty		
Youth Members:	Camden HS candidate		Knox Cty		
Albee	Jennifer	Business supporter	???	Revision	
Bixler	Alleson	Past volunteer	Camden		
Bertuzzi	John		Rockport?	Solar Power	
Brown	Marion		Belfast	Aldermere Foundation	
Buswell	Erika	Cons. Planning	Searsport	Restorative Justice	
Hildreth	Barney		Rockport	Family history/business	
Dodge	Julia		Rockport	former MFT board	
Chatfield	Bee		???	Chatfield next generation	
Cox	Mazie	Development assistance	Rockport		
Thorne	Brinkley		Rockport		
Crockett	Jeanine		Winterport	Pollinator fund	
Davis	Jeff		Rockport		
Eliot	Jim		???	Retired attorney	
Goodale	Wing		Rockport	Biologist	
Gilmore	Biz				
Gribbell	Bill		Rockport/Mass	Commercial real estate	
Gribbell	Ted		Freeport/Rockport		
Gross	Peter		Camden	Camden	
Kevin	Brian		Hope	Downeast Editor	
Lawrence	Bob				
Ledwith	Mary Tryon				
Lloyd-Mudge	Sadie	Committee	Waldo	former Belfast Planner	
Montgomery/Sloc	Glenn/Cary		Belfast		
Morrison	John			WWF cons. Planner	
Oclepka	Sean				
Pierce	Mike & Kate	Allen Agency	Hope		
Ruesswick	Wayne		Camden		
Scott	Charlie		Mass	Environmental attorney	
Smith	Greg			Banker (TD Bank?)	
Smith	Stephanie				
Steed	John		Belfast	Waterfall Arts chair	
Tomalty	Chris		Brooks	Little River Vet	
Zern	Judy or Allen		Rockport		
Specific Targets?					
Educator					
Finanacial Management					
Estate Planning					
Building Management					
Other Names					
Peats	Asa			Landscape Architect - local	
Sturup	Burt			Land donor	
Seibel	Rick			Longtime public works Camden	
Wheelwright	George			Realtor	

COASTAL MOUNTAINS
LAND TRUST



**Major Gifts
Committee Meeting**

September 8th, 2020, 2:00 – 3:30pm

ZOOM

<https://us06web.zoom.us/j/97280920946?pwd=VFpZUnAyRG4vbVRsZTZ5YWxhcEYydz09>

1. Development & Communications Coordinator Hiring Process
2. Conservation Partner Giving
 - Conservation Partner Outings (Sept. 10th, 17th and 24th)
 - Renewals
 - Follow-ups
3. Waldo County Funding Outreach / Matching Offer - \$40k Potential Funds
 - Maine Community Foundation – Land Protection Fund
 - Davis Conservation Foundation
 - David Thanhauser related foundations
 - Various Waldo County focused-donors
4. 2021-22 Project Support – How to Ask for Funds Moving Forward
 - Waldo County Conservation
 - Community Engagement Work / Outdoor Classrooms
 - Stewardship Projects / Head of Tide / Ducktrap Bridge planning
 - Round the Mountain Stewardship / Benches
5. COPE Analysis – Who to ask to participate?
 - Land Donors
 - Donors over \$5k
 - Donors/Members/Volunteers
 - Board
 - Former Board
 - Staff
 - Former Staff
6. Committee Leadership & Membership
 - Lys willing to stay on committee
 - Courtney will to provide committee with sup

- Knox County and Waldo County expertise & connections
7. Board Giving – follow-up with Judy
8. Board Fundraising Training -when?

**COASTAL MOUNTAIN
LAND TRUST**



Membership & Marketing Committee Meeting

September 13, 2021, 12:00 – 1:00 pm

Zoom link:

<https://us06web.zoom.us/j/84805988966?pwd=MGdFQlVoRE1zYUtlajhFalYzUEVhQT09>

MEMBERSHIP DISCUSSION

1. 1272 total members; 61 new members since June 1. New member Google doc created so committee members can review and mark who they call/email.
2. Annual Meeting Ideas
 - Refine agenda for Annual Meeting scheduled for Sept. 28th at the Belfast Boathouse. Shout out to new members and to Evergreens?
3. Special member events, ie new members, Evergreen members – wine and cheese gathering at Beech Nut – make an announcement of special event at Annual Meeting+?

COMMUNITY ENGAGEMENT DISCUSSION:

4. Trails Challenge update
5. One more Arts on the Hill? MoJO Jazz would like to return this fall.
6. Leah and Polly meeting with Roger re CMNP walks and talks.
7. Teach Me Outside and CRMS field trip

**COASTAL MOUNTAINS
LAND TRUST**



Finance and Investment Committee
September 15th, 2021, 1pm

<https://zoom.us/j/94580035161?pwd=V1BYV3JQdGdrQlI5Q2hvRmVNOXhRZz09>

Minutes

Invited: Malcolm White (Treasurer), Roy Call, Landis Gabel, Judy Wallingford, Malcolm White, Brad Hennemuth, Dan Johnson, Polly Jones and Ian Stewart.

Discussion Items

1. Follow-up re: Jay Freedman – *Jay Freedman resigned from committee and shared with Ian that he felt comfortable doing so because he thought the committee no longer needed his help... willing to lend a hand at any moment.*
2. Review of Monthly Financial Reports
3. Review of CMLT Investments
4. Status of Capital Campaigns
 - a. Beech Hill
 - b. Round the Mountain
 - c. Mt. Tuck
 - d. Building Expansion
5. Pre-Discussion on Fundraising/Designated Funds

<i>Period</i>	<i>Account Performance</i>	<i>S&P Performance</i>	<i>Russell 2000 Small Cap</i>
<i>Past Month</i>	3.4%	3.0%	2.2%
<i>Past 3 months</i>	9.1%	8.0%	0.5%
<i>YTD</i>	21.5%	21.6%	15.8%
<i>Since Inception</i>	15.2%	16.3%	13.9%

Status of Credit Line Loan, July 30, 2020: \$ 0 principal balance due.

Transfers already completed for FY 2021-22 include: \$ 37,300

Transfers Available: \$ 109,300

**Coastal Mountains Land Trust
Monthly Financial Dashboard**

April 1st - August 31 **Annual Budget**
8.31.21 YTD Monthly Analysis

	Percentage of fiscal year complete	42%	100%
Income			
	Total YTD income*	272515	745,800
	Income as percentage of budget	37%	100%
Cash position			
	Remaining Unrestricted Carryover Reserve	162040	
	Remaining Board Designated Carryforward Funds	139500	
	Total endowment transfers available/not yet withdrawn	109300	146,600
	Combined Total of Unrestricted Operating Carryover and Reserves to draw		
	Credit Line Cash Availability/not yet withdrawn	100000	
Expenses			
	Total YTD expenses	281351	675,882
	Expenses as percentage of budget	41.63%	100%
Campaign Income (subtracting 7% allocation to operating)			
	Bald & Ragged Mountains	87823	186,000
	% of 2021-22 Needed B&R funds raised	47%	100%
	Mt. Tuck Region of Interest	0	75000
	Hurds Pond project	0	0
	Beech Hill Expansion Project	52315	30000
	Other Projects	55632	30000

Internal Land Protection Project Debts

Remaining Mortgage for Mt. Tuck acquisition	0
subtotal	0

Investment Performance

<i>Period</i>	<i>Trillium Account Performance***</i>	<i>S&P Performance</i>	<i>Russell 2000 Small Cap</i>
<i>Past Month</i>	<i>tbd</i>	<i>tbd</i>	<i>tbd</i>
<i>Past 3 months</i>	<i>tbd</i>	<i>tbd</i>	<i>tbd</i>
<i>YTD</i>	<i>tbd</i>	<i>tbd</i>	<i>tbd</i>
<i>Since Inception</i>	<i>tbd</i>	<i>tbd</i>	<i>tbd</i>

*** Note these performance figures only reflect the equity portion of our Reserves & Endowments assets invested with Trillium

Summary of Reserve Funds	April 1st, 2021	Last Month	This Month
General Reserves and Endowments	\$3,216,535	\$3,445,934	\$3,463,981
Total Land Protection Reserves	\$1,478,169	\$1,563,292	\$1,489,230 Cash (w/o pledges)
Total Round the Mountain Funds	\$851,560	\$885,550	\$823,269 Cash (w/o pledges)
Total Land Protection Reserves minus Round the Mountain funds	\$626,609	\$677,742	\$665,961
Total Stewardship Reserves	\$60,952	\$67,079	\$61,138 Cash***

Coastal Mountains Land Trust

Balance Sheet

As of August 31, 2021

	Aug 31, 21	Jul 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1010 · Bangor Savings Bank #1898	102,891.61	69,949.14	32,942.47
ACQUISITION ACCOUNTS			
1110 · BSB Acquisition ICS #8375	516,390.30	602,404.57	(86,014.27)
1115 · Trillium Fernald's Nk Acq #1778	445,385.28	438,029.41	7,355.87
1120 · Trillium Land Acquisition #0685	527,454.32	513,268.98	14,185.34
Total ACQUISITION ACCOUNTS	1,489,229.90	1,553,702.96	(64,473.06)
STEWARDSHIP ACCOUNTS			
1150 · BSB Stewardship Savings #0691	48.67	6,548.42	(6,499.75)
1155 · Trillium Stewardship #5932	58,738.65	58,180.60	558.05
1160 · CNB Unrestricted Checking #0093	2,350.27	2,350.25	0.02
Total STEWARDSHIP ACCOUNTS	61,137.59	67,079.27	(5,941.68)
RESERVES & ENDOWMENTS			
1170 · Trillium Res & Endowments #1928	3,463,891.32	3,455,521.34	8,369.98
Total RESERVES & ENDOWMENTS	3,463,891.32	3,455,521.34	8,369.98
1180 · State Unemployment CD #9286	4,927.93	4,926.88	1.05
1185 · Petty Cash	200.00	200.00	0.00
Total Checking/Savings	5,122,278.35	5,151,379.59	(29,101.24)
Accounts Receivable			
1200 · Pledges Receivable			
1205 · Pledges Rec-Bald & Ragged	72,833.32	72,833.32	0.00
1220 · Pledges Rec-Stewardship	25,000.00	25,000.00	0.00
1230 · Pledges Rec-Operating	15,000.00	15,000.00	0.00
Total 1200 · Pledges Receivable	112,833.32	112,833.32	0.00
Total Accounts Receivable	112,833.32	112,833.32	0.00
Other Current Assets			
1330 · Prepaid Insurance	4,629.05	4,629.05	0.00
1335 · Prepaid Exps-Other	3,375.00	3,825.00	(450.00)
1340 · Prepaid Land Costs	14,400.00	17,400.00	(3,000.00)
Total Other Current Assets	22,404.05	25,854.05	(3,450.00)
Total Current Assets	5,257,515.72	5,290,066.96	(32,551.24)
Fixed Assets			
1510 · Building-Office	268,004.91	268,004.91	0.00
1520 · Landscaping-Office	10,433.25	10,433.25	0.00
1530 · Land-Office	43,083.00	43,083.00	0.00
1540 · Furniture & Equipment	126,239.69	126,239.69	0.00
1550 · Vehicles	37,784.23	37,784.23	0.00
1580 · Beech Hill Property			
1581 · Beech Hill Barn	24,494.35	24,494.35	0.00
1582 · Beech Nut Renovation	564,242.73	564,242.73	0.00
Total 1580 · Beech Hill Property	588,737.08	588,737.08	0.00
1590 · Less accumulated depreciation	(511,278.40)	(511,278.40)	0.00

Coastal Mountains Land Trust

Balance Sheet

As of August 31, 2021

	Aug 31, 21	Jul 31, 21	\$ Change
Total Fixed Assets	563,003.76	563,003.76	0.00
Other Assets			
1700 · Split-Interest Agreements			
1710 · Beneficial Interest in CRUT	15,537.90	15,537.90	0.00
1720 · Beneficial Int. in CRUT/BELL	240,769.95	240,769.95	0.00
Total 1700 · Split-Interest Agreements	256,307.85	256,307.85	0.00
1740 · Steven GRLE	189,820.23	189,820.23	0.00
1800 · Conservation Preserves			
1805 · Conservation Preserves-FMV/Cost	25,672,896.64	25,672,896.64	0.00
1810 · CMLT Allowance for Impairment	(24,041,521.97)	(24,041,521.97)	0.00
1815 · Preserve Improvements	136,937.56	95,300.15	41,637.41
Total 1800 · Conservation Preserves	1,768,312.23	1,726,674.82	41,637.41
1850 · Conservation Easements			
1855 · Easements-Basis	3,735,844.00	3,652,024.00	83,820.00
1860 · CMLT Allowance for Easement	(3,652,024.00)	(3,652,024.00)	0.00
1865 · Easement Improvements	990,790.71	928,545.81	62,244.90
Total 1850 · Conservation Easements	1,074,610.71	928,545.81	146,064.90
Total Other Assets	3,289,051.02	3,101,348.71	187,702.31
TOTAL ASSETS	9,109,570.50	8,954,419.43	155,151.07
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 · Accounts Payable	2,092.54	2,870.47	(777.93)
Total Accounts Payable	2,092.54	2,870.47	(777.93)
Other Current Liabilities			
2110 · Accrued Vacation	3,373.65	3,373.65	0.00
2150 · Accrued Interest	0.00	1,678.52	(1,678.52)
Total Other Current Liabilities	3,373.65	5,052.17	(1,678.52)
Total Current Liabilities	5,466.19	7,922.64	(2,456.45)
Long Term Liabilities			
2512 · Mortgage Payable-Trumbull	1,350.00	1,350.00	0.00
Total Long Term Liabilities	1,350.00	1,350.00	0.00
Total Liabilities	6,816.19	9,272.64	(2,456.45)
Equity	9,102,754.31	8,945,146.79	157,607.52
TOTAL LIABILITIES & EQUITY	9,109,570.50	8,954,419.43	155,151.07

Coastal Mountains Land Trust

Monthly Statement of Operations - Short form

April 2021 through August

2021

	Apr - Aug 20	Apr - Aug 21	Budget 21-22
Ordinary Income/Expense			
Income			
Operating Income			
4000 · Contributions Income	91559	128072	375750
4080 · Capital Campaign Allocations	5424	6952	23450
4100 · Grants	47000	82827	127500
4200 · Event Income & Expenses	5135	600	5000
4251 · Beech Hill Farm Income	0	1764	0
Total Operating Income	149118	220215	531700
Use of Reserves			
4910 · Release of Restricted Funds	44950	37300	146600
4900 · Use of Unrest Op Funds	50000	30000	67500
Total Use of Reserves	94950	67300	214100
Total Income	244068	287515	745800
Gross Profit			
Expense			
6000 · Advertising	65	538	450
6142 · Community Engagement Exps.	3608	5974	10000
6150 · Fees	7570	7898	21500
6180 · Insurance	11372	14889	40500
6200 · Interest Expense	0	144	0
6230 · Property Management Expenses	24225	25761	56650
6246 · Newsletter Expenses	5881	7160	9500
6250 · Office Expenses	7667	8394	12250
6256 · Postage and Delivery	1513	1742	4500
6258 · Printing & Publication Exps	5100	2585	18000
6260 · Professional Fees	16729	16571	29250
6297 · Real Estate Taxes	0	1215	4750
6300 · Repairs & Maintenance	1494	3544	5750
6340 · Telephone & Internet	1069	1312	3000
6350 · Travel & Ent	4935	4803	21500
6400 · Utilities	519	635	2500
6560 · Payroll	202310	177853	503200
6560 · Vehicle Expenses	0	333	2500
Total Expense	294058	281351	745800
Net Ordinary Income	-49990	6164	0

Total Investment Income***

Reserves & Endowments	556847	376144
Land Acquisition funds	80458	66753
Stewardship Funds	11142	3685
*** Sum of 7800, 7805, 7810 and 8800	648447	446582

Coastal Mountains Land Trust
Restricted Funds and Grants Report

									ADJUST TO CASH BALANCE OF FUND:		
	Balance as of	Activity April-August, 2021 -----						Fund	Less		Cash
	March 31, 2021	Contributions	Grants	Inv Income	Release of	Capital	Interfund	Balance as of	Outstanding	Cash	Fund Balance
		(Excl in-kind)		& Appreciation	Funds	Purchases	Transfer	Aug 31, 2021	Pledges	Advance	Aug 31, 2021
				(Net of Fees)	or Withdrawal		(& surplus fd transfers)				
RESERVES & ENDOWMENTS											
Permanently Restricted Funds (PRFs): Managed for long-term protection:											
Land Trust Endowment PRF - Corpus \$47,738.60	69,226.19	0.00		8,176.99	0.00	0.00	0.00	77,403.18	0.00		77,403.18
McLellan Poor Preserve Endowment PRF-Corpus \$22k	33,330.68	0.00		3,937.02	0.00	0.00	0.00	37,267.70	0.00		37,267.70
Fernalds Neck Preserve Endowment PRF-Corpus \$550k	713,471.46	0.00		84,275.17	0.00	0.00	0.00	797,746.63	0.00		797,746.63
Temporarily Restricted Funds (TRFs): Managed per restrictions:									0.00		
Land Trust Stewardship Reserve TRF-Contributions total-\$354,862.38)	337,319.38	48,543.00		0.00	0.00	0.00	0.00	385,862.38	(25,000.00)		360,862.38
Conservation Lands Defense TRF-Contributions total-\$230,896.28	229,396.28	1,500.00		0.00	0.00	0.00	0.00	230,896.28	0.00		230,896.28
Beech Hill Preserve TRF-Contributions total \$280,000	280,000.00	0.00		0.00	0.00	0.00	0.00	280,000.00	0.00		280,000.00
Pendleton TRF - Goal \$50,000	50,378.72	217.39					0.00	50,596.11	0.00		50,596.11
Howe Hill Farm TRF - Goal \$75,000	49,459.76	0.00		0.00	0.00	0.00	0.00	49,459.76	0.00		49,459.76
Board Designated Funds (BDFs): Managed for growth of BDFs									0.00		
Land Trust Operating Reserve BDF	266,280.15	0.00		31,160.39	(11,600.00)	0.00	0.00	285,840.54	0.00		285,840.54
Bald & Ragged BDF - Baseline total \$200,000	215,309.45	0.00		24,802.65	0.00	0.00	(24,963.60)	215,148.50	0.00		215,148.50
Land Trust Stewardship Reserve BDF - income from line above	325,948.10	0.00		79,974.55	(25,700.00)	0.00	0.00	380,222.65	0.00		380,222.65
Beech Hill Preserve BDF - income from line above	92,563.41	0.00		44,007.15	0.00	0.00	0.00	136,570.56	0.00		136,570.56
Conservation Lands Defense BDF	267,554.63	0.00		58,810.08	0.00	0.00	0.00	326,364.71	0.00		326,364.71
Pendleton BDF	39,281.90	0.00		10,602.05	0.00	0.00	0.00	49,883.95	0.00		49,883.95
Howe Hill Farm BDF	17,708.28	0.00		7,933.88	0.00	0.00	0.00	25,642.16	0.00		25,642.16
Unrestricted Invested Funds: Surplus operating funds managed for growth									0.00		
Surplus Operating Funds-Short Term Investment	229,306.36	0.00		22,464.10	(30,000.00)	0.00	(61,784.23)	159,986.23	0.00		159,986.23
TOTAL Reserves & Endowments Investment Account	3,216,534.75	50,260.39	0.00	376,144.01	(67,300.00)	0.00	(86,747.83)	3,488,891.32	(25,000.00)	0.00	3,463,891.32
ACQUISITION FUNDS											
Fund managed with unpredictable, near-term use of corpus:											
Fernalds Neck Acquisition Reserve TRF	409,955.49			35,429.79				445,385.28			445,385.28
Funds managed with frequent, unpredictable income and expense:											
Ducktrap River Watershed TRF	1,352.50	19,137.25						20,489.75			20,489.75
Bald & Ragged Mountains TRF	771,893.03	81,823.00				(62,244.90)		791,471.13	(72,833.32)		718,637.81
Bald & Ragged Mountains BDF	79,667.31						24,963.60	104,630.91			104,630.91
Beech Hill Expansion TRF	8,953.25	33,177.75				(42,920.25)		(789.25)			(789.25)
Beech Hill Expansion BDF	8,093.03					(3,365.56)		4,727.47			4,727.47
Morgan / Hurds Pond TRF (Morgan donation balance)	97,966.42							97,966.42			97,966.42
Meadow Brook/Hurds Pond TRF (D. Thanhauser donations balance)	16,383.58					0.00		16,383.58	0.00		16,383.58
Mt. Tuck Region of Interest TRF	22,116.47	2,372.20				(22,133.30)		2,355.37		1,350.00	3,705.37
Mt. Tuck Region of Interest BDF	30,000.00							30,000.00			30,000.00
General Acquisitions TRF	0.00	75,000.00				(75,000.00)		0.00			0.00
General Acquisitions BDF	31,788.24			31,323.32		(15,019.00)		48,092.56			48,092.56
TOTAL Acquisition Funds	1,478,169.32	211,510.20	0.00	66,753.11	0.00	(220,683.01)	24,963.60	1,560,713.22	(72,833.32)	1,350.00	1,489,229.90
STEWARDSHIP FUNDS											
Funds managed to expend corpus as soon as possible:											
Beech Hill Preserve 100th Anniversary Capital Campaign TRF	17,836.03							17,836.03			17,836.03
Mount Percival Preserve Stewardship TRF	12,695.00							12,695.00			12,695.00
Long Cove Hdwaters/Main Stream Prsvs (CMP) Stewardship TRF	6,541.19							6,541.19			6,541.19
RunBelfast	439.60							439.60			439.60
Office Fund TRF		3,000.00						3,000.00			3,000.00
General Stewardship BDF	23,440.30			3,685.47		(6,500.00)		20,625.77			20,625.77
TOTAL Stewardship Funds	60,952.12	3,000.00	0.00	3,685.47	0.00	(6,500.00)	0.00	61,137.59	0.00	0.00	61,137.59

Coastal Mountains Land Trust
Land Protection Committee Minutes
September 8, 2021

Members Present: (to a video conference meeting due to the pandemic) Heather Rogers (chair), Ian Stewart, Roger Rittmaster, Courtney Collins, Margo Davis, Lys Pike, David Noble, Jack Shaida, Judy Wallingford

Members Absent: Malcolm White, Sadie Lloyd Mudge, Scott Hoyt, Ryan Gates, Ryan O'Neill, Jim Krosschell, David Thanhauser

Active Projects

Camden, Rockport, Lincolnville & Hope Area

Slab City Conservation Co. LLC, Lincolnville

- The landowners and their attorney are waiting to make a decision on the details of the transaction until they have an appraisal report.

Lacombe Tract, Lincolnville

- The sale of this 3+ acre inholding to MDIFW has closed.

Bald & Ragged Mountains Focus Area

Longfellow Property, Hope

- This 30-acre property was recently listed for sale for an asking price of \$295,000. We commissioned an appraisal which came in at \$170,000. Heather spoke with the realtor about making an offer at that price, which was rejected.

Belfast, Belmont, Northport, Swanville Area

Town of Belmont Property, Belmont

- The Land Trust submitted a letter to the Board of Selectmen expressing interest in working with the Town to conserve the parcel they were auctioning off, but did not submit an offer due to uncertainty in the title. The property was sold to an abutter.

Searsport, Stockton Springs, Prospect

Smith Property

- Survey is almost done
- HRS has been logging this summer off the Blanchard Lane, including heavy use of the lane up to and over the Smith property. Ultimately there is no damage, and in fact a few improvements, to the lane on the Smiths property. There were some issues with their

logger and our surveyor (they do not like each other) that have been sorted out. So far, their work has no long term impact on the Smith Property or our future trail.

Waldo, Morrill, Knox & Brooks Area

Wagner/Bloomstein/Smith, Knox

- We have officially entered a purchase agreement with Bloomstein.
- We have begun the process of substituting this parcel for Greenlaw with the NAWCA grant.
- An appraisal came in at \$109,000 which supports our purchase price of \$100,000.

Agnew, Knox

- We have entered into a purchase agreement for \$95,000 closing by March 2022.
- We have been invited to submit a full proposal to the MNRCP grant program to support this project, which is due September 9.

Calcagni, Brooks

- Due to a better understanding of the MNRCP funding available this year (that we would likely not receive full funding), we are holding off signing a purchase agreement with the landowner. We have agreed to stay in touch.

Perkins, Lincolnville

- Jack heard from the landowner again that they are interested to restart a conversation about donating a conservation easement on their property on Moody Mountain. Heather and Jack will meet with them soon.

Projects with potential or possible perceived conflicts of interest with Committee Members

Barrows Property, Lincolnville

- This project has closed.

Active Land Protection Projects, No Updates

Beck Property, Belfast

Eurovia Properties, Belfast

Grove Property, Searsport

Griffin, Camden

Hope Orchards, Hope

Elder, Northport

Little River-Lower Reservoir Parcels,

Northport & Belfast

Stevens Life Estate Additions, Searsport

Bowden Point Subdivision, Prospect

Perkins Property, Lincolnville

MacManus/Filmeridis Property, Camden

Sherman's Point Realty Trust, Camden

Little River Restoration Project

Welsh Property, Swanville

Coastal Mountains Land Trust
Stewardship Committee Updates

Meeting September 14th, 2021 at Mill Brook Preserve, Searsport (parking at the cemetery ½ mile up Mt. Ephraim Road on the left).

If unable to attend in person, please use the following link: ***IN PERSON meeting NO remote option***

Updates August-September

Events this Month,

September 22:

Annual meeting and Volunteer thank you gathering, Outside @Belfast Boat Club,

September 18th

Kites and Ice Cream, Beech Hill Preserve

Fungus Walk with Roger Rittmaster, St Clair Preserve.

September 25th

Family fun Bike Ride, Camden Snowbowl/ Goose River Trails Network

Waldo County

- Dillon, our Pendleton intern, has his last day on Friday. Dillon has done awesome work and will be working for Kennebec Estuary Land Trust working on salt marsh restoration and climate change adaptation.
- We have spent most of the last month working at the Mill Brook Preserve. The bridge has been re-decked and bog bridging has been built up to it.
- Dillon has written a draft of a Head of Tide invasive management plan. We can use it to get funding and training for staff next year.
- Jack went for a walk with Ryan O'Dell, a boy scout from Searsport, who will be building parts of the Mount Tuck trail for his eagle scout project. This project has been approved and construction will start in October with hand tools.

Knox County

- Beech Hill Field Management Plan (copies will be provided at meeting)
- Maine Adaptive, came for a visit of the RTM. Had a fabulous visit and are looking to come back again soon.

- Extension trail is open and has been a great connection piece for people. We have been noticing the durability of the trail tread thru the major rain events we have had.

Agenda

1. Mill Brook Preserve, fall projects
2. Volunteer roles and how to manage
3. Head of Tide Shed



Minutes for Board Advancement Committee Wednesday September 15, 2021

1. Review Action Steps from July Meeting.
 - A. Sadie Lloyd - has not returned calls, Gianne will continue trying
 - B. Jane Merrill - Judy is speaking with her today, Sept 16
 - C. Executive Committee nominated Landis Gabel as Secretary
 - D. Student presentation was compiled and sent out
 - E. Ian sent updated Board Prospect list
2. Review and amend "Student" Board Member Presentation sent out by Dan.

This was done. Roy Call presented some concerns he had but after the discussion his concerns were assuaged. A final draft was agreed upon.
3. Discuss and reach consensus on how many board members are needed in the near future.

It was agreed that no more than 21 or less than ten members and that we need two new members in the near term.
4. Review and prioritize Ian's Short list of potential board candidates.

The committee began discussion and evaluation of the list. A number of the prospects we felt most ready will be contacted to see if they have any interest in joining us.
5. Board Member Appreciation Thursday September 16.

All set, Dan sent out directions.
6. Adding Roy Call to B.A.C.. and new committee configuration in October
Done this meeting as he was in attendance.

Action Steps

1. Six prospective members will be contacted by designated BAC members.
2. Dan will make edits in Student Presentation and Gianne will check them. Final draft will be in the board package this month.
3. Judy is speaking with Jane Merrill Thursday September 16.

COASTAL MOUNTAINS
LAND TRUST



Executive Committee

September 7, 2021

Minutes

Invited: Judy Wallingford (President), E. Daniel Johnson (Vice President), Malcolm White (Treasurer), Darby Urey (Secretary), Landis Gabel, and Ian Stewart, Executive Director

Organizational

1. Organizational

- Board Advancement –
- Board Leadership slate – approved by Executive Committee 9/7/21
 - o President – Dan Johnson
 - o Vice President – Gianne Conard
 - o Treasurer – Malcolm White
 - o Secretary – Landis Gabel
- Annual Meeting – Sept. 28th
- October Board Retreat – Agenda – see attached

2. Staffing / HR

- Development & Communications Coordinator Hiring begun
- Updating of Personnel Handbook – set date with Roy and Judy

3. Development

- \$40k from Anonymous donors – Matching Challenge
 - o Capital Campaign for Waldo County projects

5. Finance

6. Land Protection

- Agnew, Bloomstein & Smith

7. Building Committee

- Waldo County Stewardship / Community Engagement Building
- White paper for the board
- Timeline for building project