



Board of Directors Meeting

3:30pm, November 23rd, 2022

AGENDA

Hybrid meeting zoom link:

<https://us06web.zoom.us/j/81163864830?pwd=RWhURUFUZGpuMFE1V2t5Q1NKSU1iZz09>

- A. Welcome to Visitors: Isobel Curtis, Harper Coburn, Kitty Jones, and Bob Lawrence
- B. Board Learning Session: Managing Hemlock Woolly Adelgid – Isobel Curtis, Midcoast Conservancy (pg. 3)
- C. Highlights of What's Coastal Mountains Land Trust got going on right now? (pg. 6)
- D. Board Focus on Development:
 - a. Open Sharing of Success Stories & Member / Donor Profiles
 - b. Waldo County Conservation Initiative update
 - c. Learning Landscapes fundraising update
- E. Board Focus on Website
 - a. Brief unveiling of new website – Polly Jones, Office Manager & Membership Coordinator
- F. Board Focus on Learning Landscapes:
 - a. Program Overview/Update by Leah Trommer, Community Engagement Coordinator
 - b. Maine Conservation Corp position – Environmental Steward
 - c. Highlight of “Symbiosis program” with Camden Middle School
- G. Action Items:
 - 1. **Proposed Board Motion:** To approve minutes from the October 18, 2022 board/staff retreat and strategic plan review. (pg. 7)
 - 2. **Proposed Board Motion:** Approval of the Collins – Kingfisher west donation (pg. 11)

The Board of Directors approves accepting the donation of approximately 28 acres of land on Mixer Pond, off Rowe Hill Road, in the Town of Morrill, Waldo County from Courtney Collins. The parcel is identified on the Morrill Tax Map as Map 10 Lot 6A. The Board authorizes the President, or in his absence another officer of the Board of Directors, to execute all documents necessary to accept the donation. In addition, the Board of Directors approves all expenditures necessary to prepare for receipt of the donation, which are estimated to be \$1,200.
- H. **Priorities We're Working On**
 - a. Executive Director report

- i. Organization – Timeline for Strategic Plan revisions
- ii. Land Protection
 - 1. Update/forecast for Penobscot Settlement funds
- iii. Stewardship

I. Committee Updates

- 1. **Major Gifts Committee** (*minutes, pg. 16*)
- 2. **Community Engagement Committee** (*no meeting*)
- 3. **Finance and Investment Committee** (*minutes, pg 17*)
- 4. **Land Protection Committee** (*site visit*)
- 5. **Stewardship Committee** (*no meeting*)
- 6. **Board Advancement Committee** (*minutes, pg. 26*)
- 7. **Executive Committee** (*minutes, pg. 28*)

J. New / Future Business

K. Executive Session

Upcoming Committees / Board Meetings:

Weds., Dec. 7 th	All Day – “It Takes a Team “ Board & Staff fundraising workshop
Tuesday, Dec., 12 th	4:00 pm Executive Committee
Tuesday, Dec. 13 th	12pm Access & Inclusion Discussion Group: <i>Notes on a Lost Flute</i>
Weds., Dec. 14 th	1:00 pm Land Protection Committee 4:00 – 5:00 Board Advancement Committee (via ZOOM)
Thurs., Dec. 15 th	4:00 pm Finance Committee (Hybrid ZOOM/In-person)
Tues, Dec. 20 th	3:30pm December Board Meeting – (Hybrid ZOOM/In-person) 5:30pm Holiday Party at The Jack in Camden
No December meeting	Community Engagement Committee Major Gifts Committee Stewardship Committee



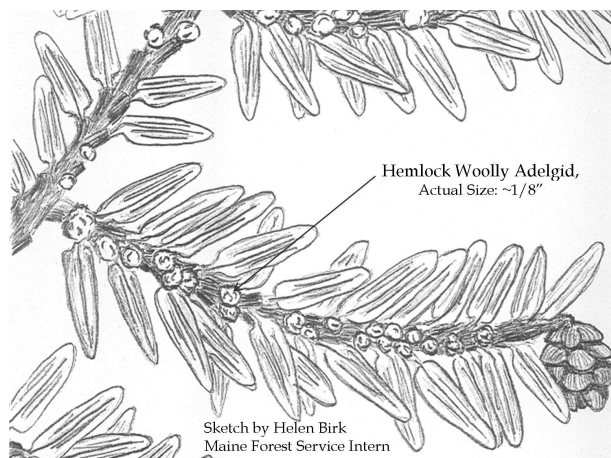
HEMLOCK WOOLLY ADELGID

Adelges tsugae (Annand)

Insect and Disease Laboratory • 168 State House Station • 50 Hospital Street • Augusta, Maine • 04333-0168

The hemlock woolly adelgid (HWA) is a small aphid-like insect that feeds on hemlock (*Tsuga* spp.). This insect was introduced from Japan to Virginia in the early 1950's and has since spread north to Maine and south to Georgia. Known populations in Maine are confined to coastal regions of the state and are scattered. ***If you think you have found HWA please report it to our office to help us target survey and biological and chemical control.***

Hemlocks growing in landscapes can be managed through an integrated approach including monitoring for HWA, cultural practices to enhance tree vigor and limit pest invasion, mechanical and chemical measures to reduce HWA populations and support tree health, and support of natural enemies. Control measures for forest trees are limited, but detection in the forests is important to help limit spread and increase management opportunities.



Description: This insect can be recognized by the presence of a dry, white woolly substance on the young twigs of hemlock. This "wool" can generally be found year round, but it is most abundant and conspicuous in the spring when egg masses are present. The wool covers the insect in all but its earliest life stages. As they feed their woolly covering expands—the "wool" is a waxy material that comes out of pores on the insect's body. It resembles the tip of a cotton swab, but is up to 1/8th inch diameter on average when the insect is mature.

Injury occurs as a result of the insects sucking sap and probably injecting toxic saliva while feeding. Damage from accumulated injuries causes the needles on infested branches to dry, turn a grayish-green color, and then drop from the tree. Buds are also killed, so little new growth is produced on infested branches. Dieback of major limbs progresses from the bottom of the tree upwards, even though the infestation may be found throughout the tree. Trees weakened by HWA often succumb to diseases and wood-boring insects and are readily broken and thrown by wind.

Life Cycle: Hemlock woolly adelgid in our region completes two overlapping generations a year. A general timeline follows. During March and April, adults of the overwintering generation each lay up to 300 eggs within their woolly covering. Crawlers hatch from April through May, and then settle on the twigs near the bases of the needles where they insert their piercing and sucking mouthparts. There they feed throughout their development. This spring generation matures by the middle of June, and deposit an average of 75 eggs each. The crawlers hatch in early July and settle on the new growth. They are generally settled and dormant by the beginning of August. In mid-October feeding resumes and the characteristic woolly covering begins to develop. Nymphs feed during the winter and mature by spring.

Spread: Even though it spends most of its life firmly attached to hemlock twigs HWA has been spreading relatively rapidly in North America. ***Eggs and crawlers, the only stages that are unattached, are present from March through July when they are readily dispersed by wind, birds, deer and other mammals, including people.*** Moving infested plants any time of the year can result in spread of this pest.

Quarantine: *This insect is subject to a State Quarantine.* **Movement of hemlock material from quarantined areas is restricted.** Details are available on-line: www.maine.gov/doc/mfs/idmquar.htm#hwa, or by calling (207) 287-2431.

Monitoring: It is important to detect HWA infestations early to maximize management options. Visual inspections of the undersides of branches are the best way to tell if a hemlock is infested. Because of the HWA lifecycle, hemlocks should be inspected twice a year—at the beginning and end of Daylight Savings Time. The insects will have little wool in November, but should stand out against the dark green foliage of the hemlock. By March the wool will be well developed. This may seem practical only for ornamental trees, but a simple sampling system is available for forests.

(cont'd)

Cultural Control: A number of cultural practices may reduce the risk of hemlocks becoming infested by HWA. They all work by reducing the risk of exposure to eggs and crawlers of HWA and should be practiced from March through July. Because birds, squirrels and deer are important dispersal agents, any effort to discourage these animals from visiting hemlocks—such as removing bird feeders in the spring and summer—will reduce the risk of those trees becoming infested. Care should also be taken when moving **any** material from infested areas onto uninfested property. Clean vehicles, clothing, etc., after visiting forests, recreational areas, parks or other properties with infested hemlocks.

Plan any hemlock cutting in and around infested areas for August through February to limit risk of spreading this insect. Prune hemlock branches, both infested and uninfested, likely to come in contact with carriers of HWA such as hikers, campers or delivery trucks. **Never** move live hemlock from infested areas.

Maintaining good growing conditions can play an important role in the survival of hemlock. Because hemlock is often shallow rooted, it is particularly prone to stress in dry periods. Therefore, during periods of drought, important ornamental hemlocks should be watered to ensure that they receive 1 inch of water per week (including rainfall) over the area beneath the dripline of the crown. Apply water slowly to allow uptake by the tree. Pruning and reducing crowding of target trees may encourage new shoot growth and help support vigor. Although fertilizer may improve the growth and vigor of uninfested trees, the added nitrogen also enhances adelgid survival and reproduction—*do not fertilize hemlocks in or near adelgid infested areas*.

Mechanical Control: Clipping heavily-infested twigs from branches will reduce adelgid populations. However, extensive clipping may harm appearance and health of the tree. Eggs and crawlers of HWA are often dislodged from hemlock twigs by wind and rain. Most are unable to find their way back onto a host and die. Therefore, directing a strong stream of water at infested branches periodically during April through July may help reduce HWA populations.

Infestations of HWA often start on large hemlocks that intercept the prevailing wind or that are especially attractive to birds and other wildlife. When such a tree becomes heavily infested, it can serve as an effective "launch pad" for adelgid eggs and crawlers. Selective removal of these heavily infested reservoir trees in the fall or winter may reduce local and long distance spread of the pest.

Biological Control: A number of insects feed on the HWA in eastern North America, but overall they have not been able to keep up with adelgid reproduction. Several predator beetles that specialize in adelgid have been introduced in the northeast in the hope that natural controls can be established in the forest. These insects undergo rigorous screening before approval for release. They are not generally recommended for use on ornamental trees because of the time needed for their control to be realized, incompatibility with insecticides, high cost and tendency to disperse. A permit from the Department of Inland Fisheries and Wildlife is necessary before release of these and other animals in Maine.

Chemical Control: Chemical control is an important part of managing the health of HWA infested ornamental hemlocks. Other control measures can reduce adelgid numbers on hemlock, but infested trees usually decline rapidly in the absence of chemical control. It is important to understand that periodic treatments will be necessary over the life of the infested tree to maintain its health and value as an ornamental. The initial decision of whether to use chemicals should weigh the value of the trees relative to the anticipated cost of long term treatments. Consider identifying individual trees or groups of trees that have special value or significance on the property and concentrating control efforts on those trees.

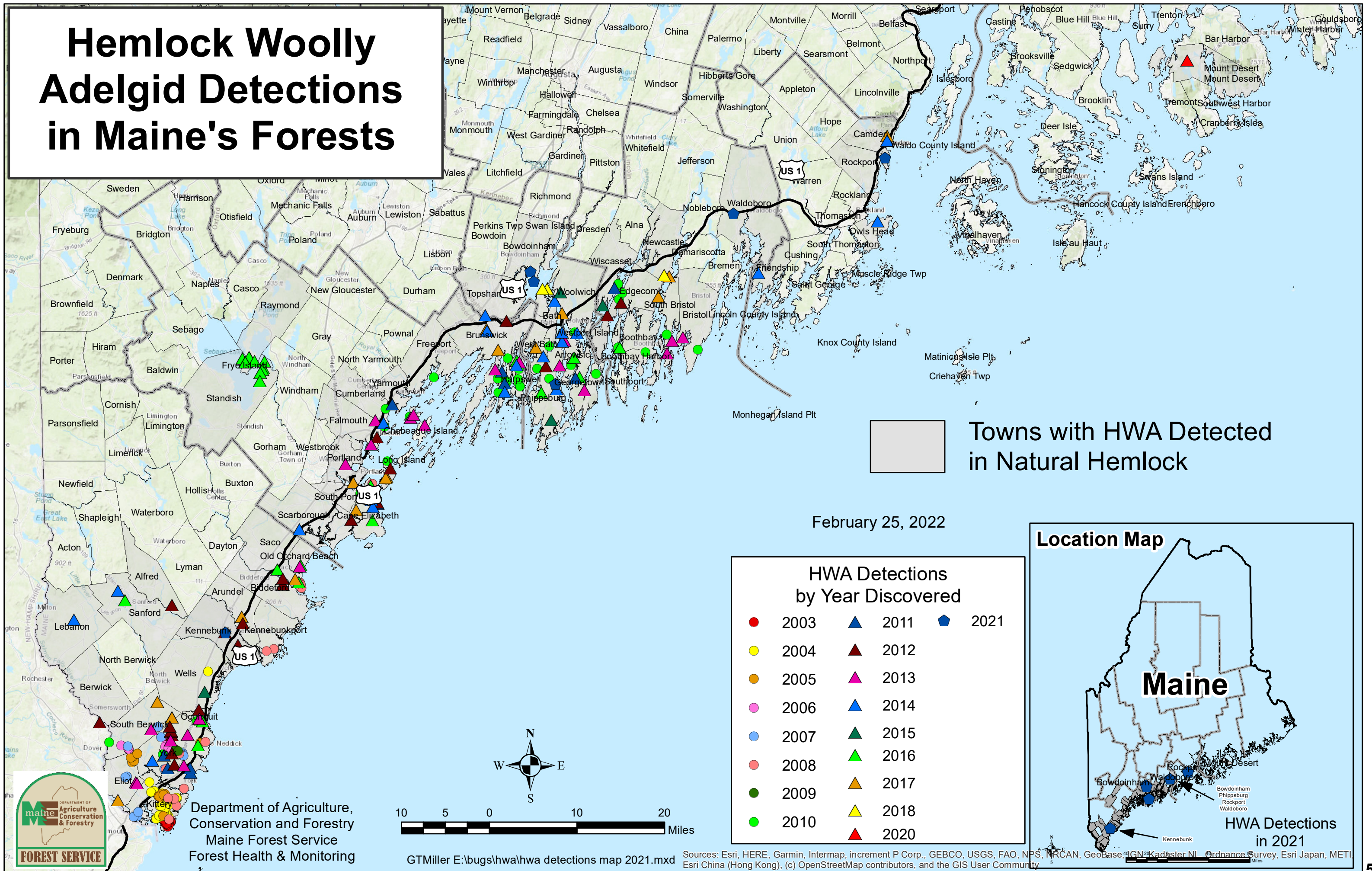
Several pesticides are registered for control of HWA. Some are available for homeowner use, while others are available for commercial use only by a licensed pesticide applicator. An effective method for controlling HWA on ornamentals is to thoroughly drench infested trees with horticultural oil or insecticidal soap. Thorough coverage is necessary for control. This treatment may be needed one or two times a year to protect foliage quality; it has a low impact on beneficial insects.

Systemic insecticides with the active ingredient imidacloprid (eg. Merit 75 WSP, Xytect 75 WSP) can be applied as a soil drench or soil injection. Research from the Connecticut Agricultural Experiment Station demonstrates that the lowest labeled rate is effective on trees up to two feet in diameter at breast height; larger trees require the higher labeled rates. For trees under three feet in diameter, a single application can keep the pest below significantly damaging levels for more than four years. The active ingredient is harmful to a broad array of invertebrates; special care should be taken near water.

Caution : For your own protection and that of the environment, apply the pesticide only in strict accordance with label directions and precautions.

Adapted from University of Rhode Island GreenShare Fact Sheet: Hemlock Woolly Adelgid. www.uri.edu/ce/factsheets/sheets/hemadelgid.html.

Hemlock Woolly Adelgid Detections in Maine's Forests





What's Going on at the Land Trust Now?

November 2022

Drafted by Polly Jones, Office Manager

Stewardship

- Preserve and easement monitoring is ongoing
- Work crews continue to attract new volunteers
- Latrine at Thorndike Brook being assembled by School of Technology students. Thanks to Elinor Klivans for funding this project.
- Earthen ramp into Beech Nut is completed. Rockport Steel to install a handrail.

Development

- Waldo County Conservation Initiative continues to generate interest and support. The WCCI Committee brings tremendous energy to the initiative.
- Major Gifts Committee considering Beech Hill fundraising options for next spring and summer.

Membership

- New members continue to join the Land Trust. Orange hats have been flying out the door!

Community Engagement

- We selected a Maine Conservation Corps candidate for the Environmental Steward position (Jan - Oct. 2023) to help support community engagement events and Learning Landscapes.
- A teacher's resource webpage is being developed for Learning Landscapes with the help of dedicated volunteers.
- Mentorship of the Camden-Rockport Kindergarten teaching team continues: 60 + students and 3 teachers!
- Learning Landscapes backpacks were delivered to the Searsport Middle and High School and outdoor learning is underway.
- A warm clothing closet is being created (with generous donations from our community) for Searsport's Middle and High Schools.
- The Happy Wanderers hikes are still being well attended, with over 20 participants last month on the Little River.
- Holiday party is confirmed for 5:30pm on Tuesday, December 20 at The Jack. This year, committee members have been invited to attend. Hope you all can be there!

Land Protection

- The Town of Camden's Select Board has decided to put a warrant article on their town meeting ballot (in June 2023) to consider transferring ownership of a 4.5-acre parcel of land to Coastal Mountains Land Trust. The land is off Rollins Road and would provide an ideal location for a parking lot and access to the Goose River Trails, which is part of the Ragged Mountain Preserve.

Coastal Mountains Land Trust
Annual Board-Staff Planning Meeting
October 18, 2022
Beech Nut, Beech Hill Preserve, Rockport

Board members present: Call (remote), Conard, Davis, Gabel, Johnson, McDevitt, Noble, (remote), Rebordao, Rittmeister, Thanhauser, Wallingford, Wolfe

Staff present: Gates, Jones, Landi, O'Neill, Rogers, Shaida (remote), Stewart, Trommer

The meeting came to order at 10:10 a.m. at Beech Nut on a rainy, foggy morning, with a welcoming fire in the fireplace. By lunchtime the mist had cleared enough to give views of fields, water and islands.

1. Favorite Land Trust Moments of the Past Year – Board and Staff Members

Board and staff members shared some of their favorite moments from the past year. McDevitt mentioned a January hike to the top of Little Ragged Mountain, and listening to music by the Mallett Brothers at Beech Hill this summer. Wallingford enjoyed seeing a picture of Landi's son, and hearing about the success of the Learning Landscapes program. Gabel enjoyed working with the Wednesday work team at the Hodson Preserve. He took a video of a man carrying a huge rock to the top of the trail. Gates enjoyed blueberry raking. This year the Land Trust donated 200 lbs of blueberries to local food pantries. He enjoys meeting new people at Land Trust preserves, and giving them suggestions about what to see. High points for Trommer included meeting with students at Camden-Rockport Elementary School, raking blueberries at Beech Hill, and the Partners Party at Hope Orchard. Rogers's favorite moment of the past year was the closing in Knox, when four landowners donated land that became part of the Marsh Meadow Preserve. Rittmaster enjoyed taking seventh-graders around the Hodson Preserve. Thanhauser enjoyed a recent walk with his wife Chloe up Beech Hill in Swanville. Davis enjoyed the feeling of shared purpose, as he put individual notes on form letters to members, encouraging them to donate to the Land Trust. Conard enjoyed seeing Land Trust properties from the water. Call enjoyed the first time he walked the new section of the Round the Mountain Trail with his dog. Noble said he and his wife have enjoyed walking the Round the Mountain Trail. Shaida said that Land Trust trails look better than they have in years. A high point for him was installing an aluminum bridge at the Meadow Brook Preserve. Stewart appreciates hearing about how Land Trust donors care about the work CMLT is doing. Johnson said how much pleasure he gets from working with a group of people, friends and colleagues, who are the best people he has ever worked with.

2. Approval of Minutes of Sept. 20, 2022 Board Meeting

On motion of Gabel/Davis, Board members voted unanimously to approve the minutes of the September 20, 2002 Board meeting as distributed.

3. Announcements - Stewart

Executive Director Stewart reported briefly about the Mallinkrodt settlement. A meeting has been scheduled for Nov.

1. This may affect our work along the Penobscot River.

Stewart is meeting this afternoon with the Belfast city manager. A review of the status of a dam on the Little River is being considered. This may affect our land protection work in the area.

4. Board-Staff Discussion of 2020 - 2025 Strategic Plan

Stewart opened discussion of the 2020 - 2025 Strategic Plan. We are half-way through the plan period. We need to highlight accomplishments and identify omissions. What are the main things we need to do in the next 2½ years in order to complete the work? We should keep ongoing projects in mind (e.g., the Ducktrap, Bald and Ragged Mountains, the Rail Trail, and Mt. Tuck) when launching new campaigns. Community engagement is important for sustainability of our programs. Membership growth has been spectacular.

5. Land Protection – Strategic Plan Review – Heather Rogers, Land Protection Program Director

Rogers said that we have already met five-year goals for land protection in most of our focus areas and are ahead of schedule. In the Passy Headwaters focus area around four ponds, we hope to expand protection around the Agnew property and Marsh Meadow Preserve, by contacting other landowners in the vicinity of these preserves. One new land protection project has been completed in the Mt. Tuck focus area. One new land protection project has been completed, of a planned three projects within the Bald & Ragged Mountains focus area. Three new projects have been completed

within the Hurds Pond focus area, and two new projects along the main stem of the Ducktrap River. We have provided an outdoor classroom at Mill Brook Preserve, within walking distance of Regional School Unit #20 in Searsport, and are working on providing outdoor classroom space within walking distance of RSU#71. Rebordao said that the Troy Howard Middle School in Belfast has an outdoor classroom within walking distance. Camden-Rockport also has an outdoor classroom near a school. We have completed two water access projects, at Penobscot Park and Mill Brook.

We need to meet more frequently with Maine Coast Heritage Trust and Maine Farmland Trust. We have ongoing project partnerships with Maine Inland Fisheries and Wildlife.

The Bessey family owns extensive land in timber management, that has been in the family for three or four generations. They have no immediate plans to develop the land for residential use. The family owns thousands of acres of woodland in central Maine. They are fairly conservation-minded and have been good stewards of their timber land.

McDevitt asked about collaboration with Georges River Land Trust on land in the area of the Georges Highland Trail. She recommended having a Board or staff get-together with GRLT. They have a new trails manager, and are said to be making a commitment to upgrade their trails.

Call said that the Spruce Mountain area is lovely, and asked about potential collaboration with GRLT on conservation there. Rogers said that we decided not to pursue this, because Spruce Mountain is outside our primary service area. Johnson suggested that maybe it is time to re-think this and reach out to GRLT. Gates said that GRLT is trying to improve their land stewardship. He suggested waiting six months to a year before making an approach.

Several potential land protection items that were discussed/identified for review and possible inclusion in a revised strategic plan:

#1: Considering the official adoption of a Passy Headwaters Focus area with a focus on links between the Agnew and Marsh Meadow Preserves

#2: Consider the Land Trust's role and level of commitment towards projects along the Little River

#3: Consider impact of increased funding availability through the Penobscot River settlement on land protection projects

#4: Review and refine strategy for working in partnership with Georges River Land Trust (GHP - Georges Highland Path and Pleasant Mountain)

6. Land Stewardship - Strategic Plan Review – Ryan Gates, Stewardship Program Director

Gates has been with the Land Trust for five years. The Land Trust is making better and more-sustainable choices these days. It cost \$15,000 to upgrade the vehicular access road to the summit of Beech Hill using a professional road crew with an excavator and a dump truck. The access road is now in better shape than it has been in years. An aluminum gangway across Hurds Pond provides access from Rt. 141 to Oak Hill Road, bringing more people onto conservation land so they can see what we are doing. We are learning how to repair and improve trails sustainably. The Bald Mountain hiking trail has been re-done three times. Staff members have attended trail-building workshops, learning about design and materials, and how to preserve water quality of streams by building bridges rather than culverts. He displayed a map showing work with the Town of Camden around the Snow Bowl, including the Hosmer Brook Trail to the Griffin property, which is not yet conserved, but is surrounded by conserved land.

Johnson asked about trail work along the Ducktrap River and Grassy Pond. Will this be done as part of the next Strategic Plan? Stewardship and Land Protection Manager Shaida said that the current five-year Strategic Plan came out in March of 2020. We are ahead of schedule. Items that have been deferred are ones that are deemed less valuable or less urgent. We consider the cost/benefit ratio: is the proposed project worthwhile? Does it benefit the community? Is a given project the best use of time and resources? Stewart noted that in drafting a five-year plan it is usual to put most of the deadlines in the first two and a half years.

Call asked about improving the Ducktrap parking lot on Rt. 52. Cars go very fast along that section of the road. Gates said there will be a new parking lot across the road from the original parking lot. In the new parking lot, vehicles can turn around inside the lot for safety, rather than having to back out onto the highway.

A bridge on the Ducktrap trail has fallen down, and will cost \$25,000 to replace, which is one reason we have not done more with the Ducktrap trail recently.

Johnson asked about proposed equipment purchases, including a drone and a new mini-truck. We have \$498,000 in Round the Mountain trail funding. Why aren't we using some of these funds? Gates said he has a truck in Michigan,

requiring a \$1,000 delivery fee. We have monitors for only 60% of conservation easements currently. Gates thinks that drones are not very useful for remote monitoring, and are not in wide use for this on the East Coast, where on-site in-person monitoring is feasible.

Rittmaster asked about ecological inventories. Gates said that these are not a priority unless there are adequate funds to pay for ecological monitoring.

Equipment needs: A mini-truck costs \$28,000. A tractor-trailer rig costs \$50,000. The full equipment budget is close to \$100,000.

Several potential stewardship items that were discussed/identified for review and possible inclusion in revised strategic plan:

#1: Hiring out ecological inventories where needed & possible

#2: Move Grassy Pond and Ducktrap trail goals forward to next strategic plan?

#3: Consider volunteer needs / opportunities beyond stewardship throughout the organization

7. Connecting People with Nature - Strategic Plan Review - Community Engagement Staff

Community Engagement Coordinator Leah Trommer and Office Manager/Membership Coordinator Polly Jones spoke. The Land Trust puts on 30 - 60 public events per year. Trommer met recently with people from Waterfall Arts. There will be a watercolor workshop at Head of Tide Preserve next spring. In December 2022 through February 2023 there will be talks at local libraries about the CMLT nature program. Public events planned for 2023 include Kites and Ice Cream, the community free blueberry pick, and a hiking challenge for kids: if they hike six preserves within a year, they get a free Land Trust membership. We are taking a year off from the Trails Challenge. No specific Round the Mountain events are planned for 2023. A full moon hike is planned, as part of the Happy Wanderers program. Davis asked if some winter hikes could be scheduled. During the covid pandemic there was a significant increase in trail usage. Conard asked if we might be able to establish a benchmark for how many of our event series take place in Waldo County. A trails counter funded by L.L. Bean has been set up on different trails to gauge usage. Results could be published in the newsletter. A question was asked about whether we can or should establish targets/benchmarks for Round the Mountain Trail usage. A proposal was made that we consider finding a way to offer a shuttle from the Snow Bowl to the Thorndike Brook Trailhead on occasion.

Trommer gave out copies of a five-page outline of her community engagement plan for 2022 - 2025, including specific activities and goals for various area schools. Conard asked about our progress in securing multi-year grants/funding for this effort. Stewart reported that we have not yet secured a multi-year grant funding opportunity.

A Board member asked about possible role of a high school student with Learning Landscapes. Stewart mentioned Dave Thomas of Belfast High School who has a strong interest in working with us.

The Land Trust is hiring an Environmental Steward through the Maine Conservation Corps Program in January to assist with Learning Landscapes and Community Engagement programming. Gabel asked about whether or not we are engaging the home-schooling community.

Jones and Trommer will send a questionnaire to Board members in the next couple of weeks.

Lunch break: 12:15 – 1:00 p.m.

8. Organizational Excellence – Strategic Plan Review

Johnson spoke about Strategy 4a, Maintain a dedicated volunteer Board and active committees which represent our service region, possess needed skills, and have a deep commitment to the Land Trust's mission (p. 12 -13 in 2020 - 2025 Strategic Plan). The Board currently has 12 members. We expect to add three new members by the end of 2022, including a high school student from Knox County. Profiles of prospective new Board members will be circulated in Board packets. Wolfe suggested that Board members be given a list of names of prospective new Board members in advance, and asked to indicate which ones they know personally.

No decision was made about the benchmark that each Board member have an annual personal action plan. Board members are interested in reviewing and possibly assigning members from our members list so that they can communicate with people they know personally.

The majority of Board members attend continuing education training through participation in webinars and workshops. The Board Advancement Committee has decided not to pursue the Executive Committee's 2020 suggestion of having a ten-member Land Trust Advisory Council to offer strategic guidance, community connections, and organizational sustainability.

We have established both a Major Gifts Committee (currently chaired by Landi) and a Membership and Marketing Committee (now known as Membership and Community Engagement). A new intern will be hired in November to assist Jones and Trommer in this work.

Strategy 4d Increase all sources of annual philanthropy in support of the Land Trust's mission (p. 14-15 in 2020 -2025 Strategic Plan)

Landi said that membership continues to grow. There has been a slight increase in the number of Evergreen members. Some members have given for 30 years in a row. The leadership donor pool is strong. Stewart has met personally with all but five of the leadership donors. Landi would like to get better metrics about donors. How many are active; what is the retention rate? How do we recognize and reward business members, trail sponsors, Arts on the Hill sponsors? Should we list business members on our web site? Some organizations put a thank-you ad in the local newspaper listing business members/sponsors. We should work to grow membership in the Summit Circle, and promote and publicize the planned giving program. We currently have about 35 Summit Circle members. There may be many others who have included the Land Trust in their wills without our knowledge. We had a Planned Giving brochure 10-15 years ago. Our donation envelope has a place where people can indicate that they have put the Land Trust in their wills. Donors who have given us \$25/year for many years are likely prospects for planned giving. We should contact these people proactively. Landi will look into ways to make information about planned giving readily available.

Landi asked what Board members need to know about donations, that they do not already know. What is a "lead donor"? Do Board members want a development "cheat sheet" to consult? She would be glad to supply one on request. Should we publicize names of major donors? Stewart cautioned that any such list must be complete and accurate. Not all major donors would welcome such publicity, as they would then become targets for other groups. Johnson suggested putting an article or ads about planned giving in the newsletter. Landi ended her presentation at 1:35 p.m. by asking people please to send her feedback and questions.

Trommer said that staff members have asked for workshops offering training in ecology and other relevant areas. All departments could use more volunteer help.

Gabel commented that he has not heard the word "priorities" today. Davis said our top priority is to conserve land. Gabel said that land conservation should also be for the benefit of under-represented groups.

Conard thought the Learning Landscapes program should be a priority. We should bear in mind access and inclusion, in adding new staff members.

9. Organizational Excellence - Final Thoughts - Stewart

1. Make a list of grants available and due dates. Have a schedule and plan in place. Write a summary report each year of what grants we applied for, and the results.
2. We need more endowment funding, particularly for stewardship.
3. Office expansion. If we add one or two more staff members we will need more space in the Camden office.

The Land Trust is taking a break from the Round the Mountain fundraising campaign, but will continue to seek funds for other purposes.

Adjournment: The regular meeting ended at 1:55 p.m., followed by a brief executive session.

Next Regular Board Meeting: Tuesday, Nov. 29, 3:30 p.m., via Zoom.

Respectfully submitted,

Susan S. R. Alexander
Recording Secretary

**Coastal Mountains Land Trust
Land Protection Committee
Project Evaluation Criteria Worksheet**

Part Two: Project Summary and Feasibility

Name: Collins Donation (Kingfisher West CE fee donation)

Conservation Method: Fee Donation

Project Description: Courtney Collins donated a conservation easement on her two parcels of land on either side of Mixer Pond in 2009. She now intends to donate ownership of the western parcel, and in 2023 intends to donate a remainder life estate on the eastern parcel, including her camp.

Strategic Plan Category (1a, 1b, or 1c): **1c:** *Evaluate projects proposed by landowners outside focus areas.*

Size: 28 acres

Current Property Owner: Courtney Collins

Location: (Area, Town, and Zoning) on Mixer Pond in the Town of Morrill, Waldo County

Natural Values Score/Percentile: 56 (86th Percentile)

Community Values Score: 35

Conservation Values and Public Benefits: The property contains pond frontage on Mixer Pond, deer wintering habitat, and inland wading bird and waterfowl habitat. There is potential to create a lovely trail from Rowe Hill Road to bring the public to the pond via a right-of-way.

Estimated Project Costs (Total): \$1200

Land Costs: \$0

Transaction Costs: \$1200 legal/title

Stewardship Costs: \$0 – stewardship fund exists for the easement already, no additional funds needed

Funding sources/capacity to raise funds: Waldo County Conservation Initiative

Description of Stewardship Work:

Legal: Access: yes

Clear title: yes, to be updated

Survey: done

Hazardous Waste: site visit complete, assessment to be finalized before closing

Potential partners or holders? n/a

Public Opinion: not known

Conflict of Interest? Collins on Land Protection Committee; has recused herself from all project conversations.

LP Committee Recommendation: Accept the donation with gratitude!

Part Two: Natural Values Criteria:

Criteria (and Description)	Guidelines: All scoring is from the GIS based suitability analysis datasets. All parcels are scored according to the maximum score within its area.	Max Points	Score	Notes
1. Significant, Rare, and Sensitive Habitats (Areas containing significant habitat, as identified by a Federal or State program. Habitat areas for individual endangered, threatened, and rare species and rare natural communities are included)	4 points = areas containing: Mollusk breeding areas, or deer wintering habitat 12 points = areas containing: Wildlife species of concern, or wild brook habitat 250ft buffer, or IFW wading bird habitat 16 points = areas containing: Exemplary MNAP s4 or s5 plant species, or 500ft significant vernal pool buffer 20 points = areas containing: endangered, threatened, or rare plants or animal buffer areas, or 250ft buffer of Atlantic salmon spawning habitat.	20	12	Deer wintering and wading bird habitat
2. Undeveloped Blocks of Habitat (The size of the roadless area the area property is located within)	2 points = within undeveloped block of 1-778 acres. 4 points = within undeveloped block of 779-1778 acres. 6 points = within undeveloped block of 1779-2973 acres. 8 points = within undeveloped block of 2974-5566 acres. 10 points = within undeveloped block of 5567-8642 acres.	10	10	
3. Undisturbed landcover; naturalness (The degree of human conversion of natural land cover in and near the project)	3 points = LCI score below 50th percentile of scores in the study area. 9 points = 50-70th percentile of scores 12 points = 70-85th percentile of scores 15 points = 85-99th percentile scores.	15	15	
4. Rivers and Streams (Buffer areas around streams and rivers)	8 points = 75ft buffer of streams 10 points = 250ft buffer of rivers	10	0	
5. Lakes (Buffer areas around great ponds, ranked by development)	5 points = 500ft buffer of rank 1 GP, or 1000ft buffer of rank 2 GP. or 500ft buffer of a pond <10 acre. 7 points = 500ft buffer of rank 2 GP, or 1000ft buffer of rank 3 GP. 8 points = 500ft buffer of rank 3 GP.	8	8	
6. Wetlands (Mapped wetlands or buffers)	3 points = 250ft buffer of wetlands above 10 acre, 8 points = 100ft buffer of wetlands above 10 acre, 11 points = wetlands with 1 to 4 functions 14 points = wetlands with 5 to 6 functions. Wetland functions: flood flow alteration, sediment retention, finfish habitat, shellfish habitat, plant and animal habitat, and cultural value.	14	11	
7. Sand and Gravel Aquifers	3 points = aquifer areas, including a 500ft buffer. 5 points = 1000ft buffer around public wells; or watersheds of public water supply lakes or aquifers (only parts of the watershed that feed into the lakes).	3	0	
8. Prime Soils	3 points = Soils of statewide importance 5 points = Prime Soils	5	0	

9. Geology correlated with High Biodiversity	5 points = Calcareous Bedrock (units Zcb, Zil, Zob); or Moderately calcareous bedrock (units DOb, Ouss, OZpgl, SOv).	5	0																	
10. High Elevation and Sloping Areas	10 points = areas above 600ft; or cliff, steep slopes, or caves	10	0																	
BONUS 1: Adjacent to Conserved Land	5 points = Adjacent to conserved lands. 10 points = Parcels adjacent to multiple pieces or has multiple boundaries of conserved land 15 points = Parcels that provide a critical link for large areas (above 500 acres) of conserved land	Up to 15	0																	
BONUS 2: Parcel Size	5 points 50-100 acres 8 points = 100-250 acres 10 points = >250 acres	Up to 10	0																	
BONUS 3: Uniqueness	This category is for any ecological values that are not included in the other natural value criteria. Ex, significant or important habitat that was not mapped or listed in 2018, a stand of rare trees or plants, or an unmapped vernal pool.	Up to 10	0																	
Natural Benefits Score	Sum (Percentile Score)	56 (86 th Percentile)																		
Percentile Score	How does a parcels score compare to other parcels in the service region? Use the table on the right to sort parcels into their percentiles. Table includes values for all parcels >5 acres in SR, including BONUS 1 and 2 scores. Ex, a 52 acre parcel scores a 35 (a base score of 30 + 5 bonus), this indicates it is in the 50 th -60 th percentile of parcels, slightly above average scoring.	<table><tr><th>Percentile</th><th>Score</th></tr><tr><td>50th</td><td>32</td></tr><tr><td>60th</td><td>37</td></tr><tr><td>70th</td><td>43</td></tr><tr><td>80th</td><td>50</td></tr><tr><td>90th</td><td>60</td></tr><tr><td>95th</td><td>69</td></tr><tr><td>99th</td><td>83</td></tr></table>			Percentile	Score	50th	32	60th	37	70th	43	80th	50	90th	60	95th	69	99th	83
Percentile	Score																			
50th	32																			
60th	37																			
70th	43																			
80th	50																			
90th	60																			
95th	69																			
99th	83																			
Description of Natural Values: The small parcel protects important ecological habitat for bird and fish species (in the lake) and has some small pockets of high value wetland connected to Mixer Pond. It also lies within one of the biggest (and most ecologically intact) undeveloped blocks in the Service Region, Frye Mountain.																				

Part Three: Community Values Criteria

Criteria (and Description)	Guidelines: These criteria are filled out by CMLT staff, using their own judgement, and then reviewed and updated by the Land Protection Committee.	Max Points	Score	Notes
1. Trails	This category is for both trail potential and existing trails. 0 is no trail potential. A low score would be for a small trail that will get infrequent use (e.g. Sides Preserve), a high score is for trails that will be regionally unique, receiving heavy (e.g. Beech Hill).	40	10	
2. Water Access	This category is for boat access, swimming access, or fishing access. 10 is for properties that allow for hand carry boat access that will likely receive low use, fishing access, or shorefront access that is not suitable for swimming e.g., Grassy Pond CE, Richards Wildlife. 20 is for parcels with high usage hand carry access, or high quality swimming access, e.g. Fernald's Neck.	20	10	
3. Scenic value	This is for both scenic viewpoints and features. Must be visible from somewhere that is usually accessible. score 0 (no scenic value) to 15 (Beech Hill type of scenic value). Scenic woods that offer no viewpoints or are not seen from roads or other recreation areas are a 5. Highly scenic areas from the road or other viewpoint are 10. (St. Clair Preserve around Knights pond, Murray Preserve) 15 are exceptionally scenic areas, landmarks and good viewpoints (Beech Hill, Bald Mountain)	15	5	
4. Proximity to Town	Parcels that are close enough to town, a school, or another community center (YMCA, a library) to walk to get a score of 10. Parcels that can be accessed from schools without going onto a street get a score of 15.	15	0	
5. Working Farms and forests	Parcels that are managed under a sustainable forest plan or are working farms get a 10	10	0	
6. Historic or Cultural building, structures, or features	Historic features on a property that are unique or in good condition. Examples, pre restoration Beech Nut, dam abutments on Main Stream or Ducktrap.	5	0	
BONUS Public Drinking Water Supply	Parcels that help conserve public drinking water supplies. Mirror Lake and Grassy Pond CE are an example.	5	0	
BONUS Project in Underserved Town	In the towns that we have not worked much in or have limited recreation resources. Belmont, Morrill, Waldo, Brooks, Stockton Springs, and Prospect.	10	10	
BONUS Other Recreation Feature	Any feature that is not covered by other criteria.	5	0	
Community Values Score	Sum (base score is 0-100, plus bonus points)	35		
<u>Community Values Description:</u> The property contains some lovely woods roads that are accessed from Rowe Hill Road via a right of way through abutting land. The property also has pond frontage suitable for fishing and possibly swimming.				

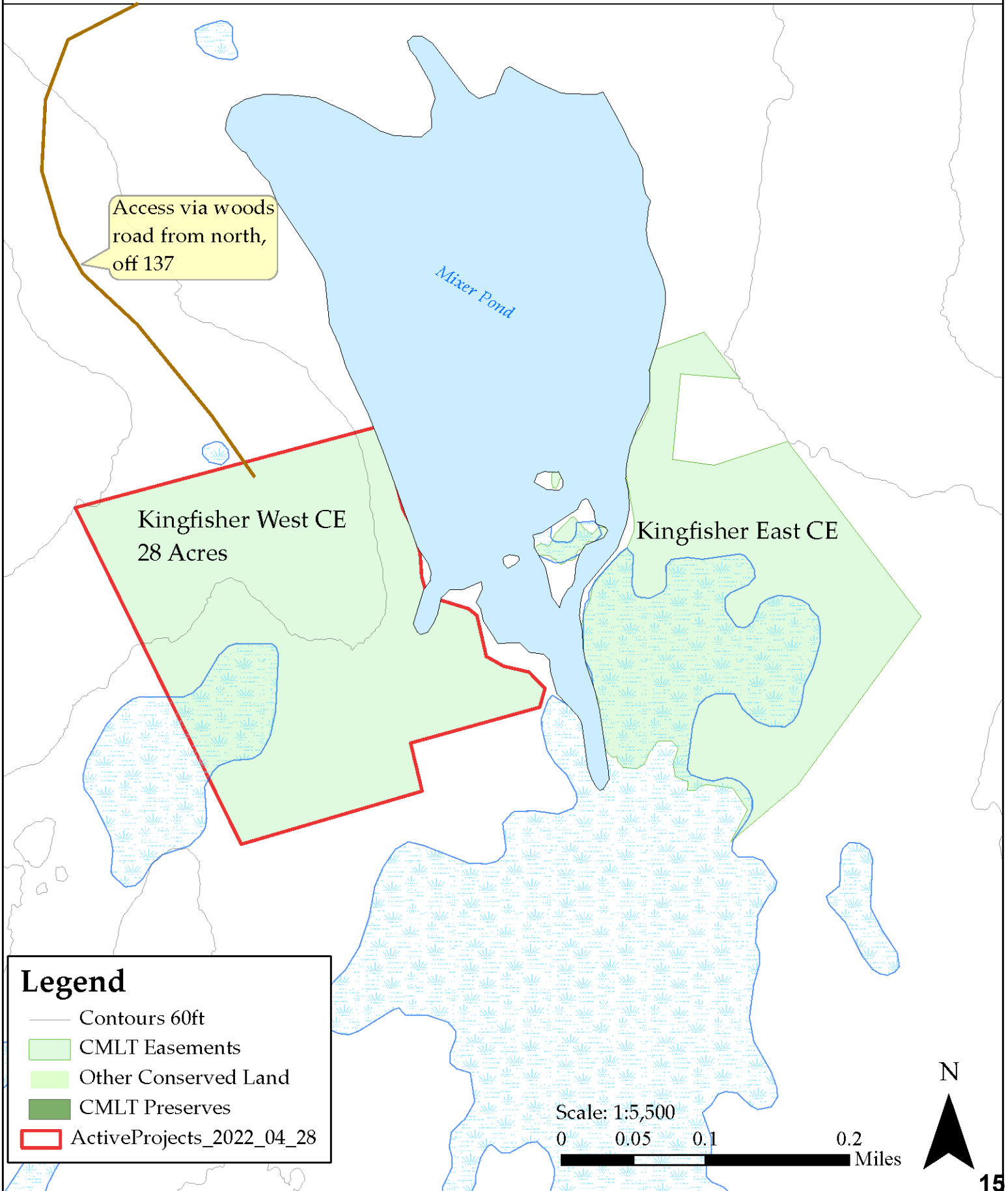


COASTAL MOUNTAINS LAND TRUST

Map 11/22/2022

King Fisher West Fee Donation Project Map

Path: D:\Coastal Mountains Land Trust\GIS - Documents\Maps\LandProtection\Collins (Morrill)\Collins West Donation 10_14_22\aprx





Major Gifts Committee Meeting- *Minutes in italics*

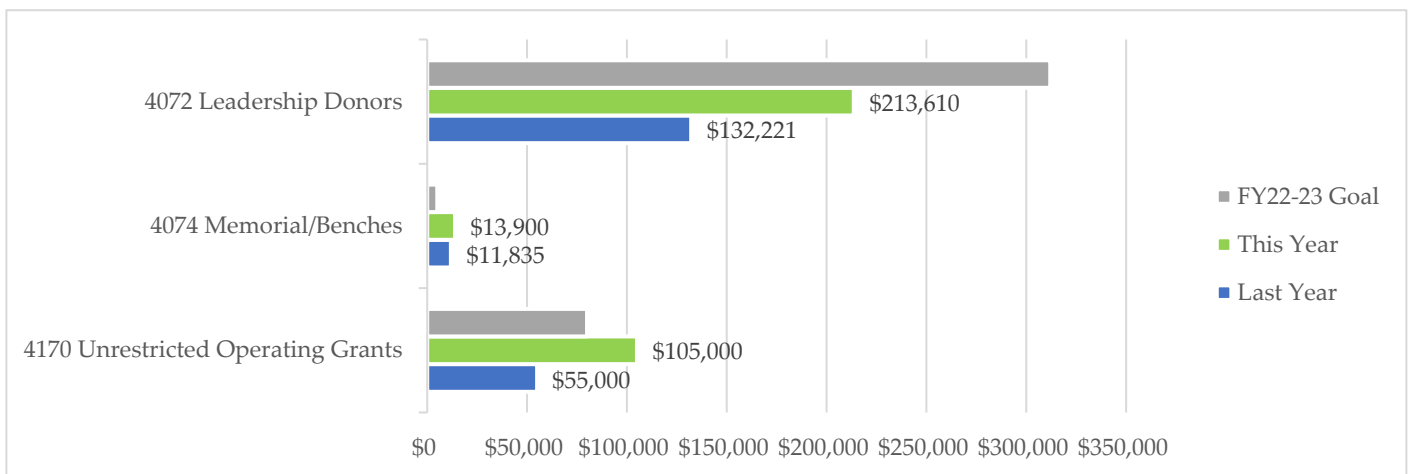
Nov 16, 2022 · 2:30pm

Zoom: <https://us06web.zoom.us/j/83251102595?pwd=b1ZZTnB4aHd4YlV1dVNXL2VxMjNuQT09>

Committee: In attendance: Judy Wallingford, Dan Johnson, Biz Gilmore, Emily McDevitt, Lys McLaughlin Pike
Ian Stewart, Tempe Landi, Polly Jones

I. Updates

a. Status on Major Gifts: April 1, 2022 – Nov 1, 2022 vs 2021



The committee discussed the results to date, noting all three categories are ahead of last year, and are expected to meet or exceed budget.

b. Waldo County Conservation Initiative Update

An update was provided on the successful launch of the Waldo County Initiative on November 2, 2022. Over 150 were in attendance, and the presentations were effective while succinct. Over 50 participated in the Mt. Tuck trail opening later that week. Successful components of the opening included engaging a younger audience, good speakers that brought color to the work and plan, one-on-one outreach, good co-chairs. Of the \$250,000 goal, \$45,000 has been raised, and we just received word of a successful \$59,000 grant. We also have a pending grant application for another \$149,000.

c. Follow up from last meeting

i. Possible grant programs for Learning Landscapes program

All committee members were asked to send any research they have done on possible foundations to fund this program to Tempe and Ian. Committee members mentioned that local businesses and organizations such as Rotary and Chambers of Commerce could be good prospects.

ii. Ideas of additional members

Biz provided a comprehensive list of potential members that were recent property buyers in Camden and Rockport. Tempe is in the process of working through the list to determine who is already a member, and then she will return a revised list

to the Committee for review and next steps. Biz graciously offered to do this same work in other towns that we serve, as well as researching property owners around each of our existing preserves.

iii. Possible metrics

Tempe continues to work on these for an upcoming committee meeting.

II. Things we need your help on

a. Beech Hill Dinner Party

The Beech Hill \$300,000 initiative was discussed, and a question was raised if this is enough to support the needed work. I list of potential donors was reviewed, and Ian plans to meet with 4 or 5 prospects before the holidays. A committee was discussed, and Biz, Emily, Judy and Lys agreed to help. A generous match donation for \$75,000 has been received. Biz and Ian will reach out to Sylvia Brown as a possible co-chair. Small house parties may also be planned for early 2023, and Polly raised the idea of a final concert on Beech Hill in the summer, 2023, to make any needed final push toward the fundraising goal.

b. Leadership Donors who have not renewed

The committee reviewed the list of partners whose membership has lapsed, and discussed various ways to reach out to them, including a "We miss you" postcard, and an offer to discuss all the successes over the past 2-3 years. Tempe will assign lapsed members to the committee members for individual outreach.

c. January Impact Report

Plans are underway to publish an Impact Report in January. All committee members are asked to send Ian and Tempe examples of these from other organizations.

III. Next meeting: Confirm date and time

January 18, 2023, 2:30 p.m.

Action items:

- **Committee members:**
 - **send to Tempe and Ian:**
 - **Any grant opportunities for Learning Landscapes**
 - **Impact reports from other organizations**
 - **Biz and Ian to reach out to Sylvia Brown**
- **Tempe to continue to work on:**
 - **Metrics**
 - **Property buyer list**
 - **Lapsed partner assignments**

**COASTAL MOUNTAINS
LAND TRUST**



Finance and Investment Committee
November 16, 2022
Minutes

AGENDA

Present: Landis Gabel (Treasurer) Roy Call, Dan Johnson, Polly Jones, Ian Stewart, Brad Hennemuth, Jane Merrill, Judy Wallingford

Discussion Items

1. Review of Monthly Financial Reports

FC questions were answered; reports look good.

2. Review of Investment Performance

October was a pretty good month but Brad is watching three indications of financial turmoil, particularly looking ahead to the first quarter of 2023: 1) Actions by the FED is the biggest factor; 2) War in the Ukraine; where will it lead; Russia is unnerving; 3) Chinese economy; they shut everything down.

3. Alternative Investment Strategies for Land Protection funds in BSB ICS

\$315,000.00 is in the BSB ICS account; \$250,000.00 will not be needed for six months. FC recommends placing in 6-month CDs.

4. Repayment of Norcross loan – To be scheduled in December

This is just a reminder.

5. Capital Fundraising Updates

We're at \$75,000.00 towards the Beech Hill Initiative and \$100,000.00 for Waldo County Conservation Initiative.

6. Check-in Investment Review Timeline

Last review completed in Spring (April/May) 2022. Ian and Landis will coordinate a Zoom call with Sada at Trillium for January 2023.

7. Check-in on Revision of Strategic Plan: Financial Priorities

Do we have a match-up of priorities and finances; has financial support line up as appropriated; where are we having a hard time finding money; Brad facilitated a 'stress test' about 5 years ago, FC recommends another one.

Next meeting: December 15 at 4:00pm.

Status of Norcross Loan, October 31, 2022: \$100,000 principal balance due

Norcross Loan is due in September. Funds to pay off the loan are in a BSB Money Market Account.

<i>Period</i>	<i>Account Performance</i>	<i>Russell 3000 Small Cap</i>	<i>Russell 2000 Small Cap</i>
<i>Past Month</i>	<i>7.0%</i>	<i>8.2%</i>	<i>11.0%</i>
<i>Past 3 months</i>	<i>-6.1%</i>	<i>-5.5%</i>	<i>-1.7%</i>

<i>YTD</i>	<i>-20.6%</i>	<i>-18.4%</i>	<i>-16.9%</i>
<i>Inception Since 8/1/2012</i>	<i>11.5%</i>	<i>12.5%</i>	<i>10.1%</i>

Status of Credit Line Loan, November 1, 2022: **\$ 0** principal balance due.

Transfers already completed for FY 2022-23 include: \$ 0

Transfers Available: \$ 162,143

Coastal Mountains Land Trust
Monthly Statement of Operations
April 1, 2022 through October 31, 2022

	Apr - Oct 22	Apr - Oct 21	2022-23 Budget
Ordinary Income/Expense			
Income			
Operating Income			
4000 · Contributions Income			
4070 · Unrestricted Contributions			
4071 · Personal Memberships	45830	39020	45000
4072 · Leadership Donors	133287	115309	312000
4073 · Community Engagement Donations	2946	1983	2500
4074 · Memorial Gifts-Unrestricted	20025	11836	5000
4077 · Annual Appeal Contributions	1175	500	45000
4078 · Donations for Gifting	0	0	0
4079 · In-Kind Contributions	49	518	1000
Total 4070 · Unrestricted Contributions	203312	169166	410500
Total 4000 · Contributions Income	203312	169166	410500
4080 · Capital Campaign Allocations	5794	13614	30000
4100 · Grants			
4150 · Temporarily Restricted Operating			
4155 · Stewardship Grants	10000	12817	10000
4160 · Community Engagement Grants	15000	12500	50000
Total 4150 · Temporarily Restricted Operating	25000	25317	60000
4170 · Unrestricted Operating Grants	105000	55000	80000
Total 4100 · Grants	130000	80317	140000
4200 · Event Income & Expenses			
Fundraising Events			
4230 · Fundraising Events Income	8867	1450	12500
4235 · Fundraising Events Expense	-360	0	-1000
Total Fundraising Events	8507	1450	11500
Total 4200 · Event Income & Expenses	8507	1450	11500
4250 · Beech Hill Mgmt Income	0	0	0
4251 · Beech Hill Farm Income	0	1764	0
4310 · Miscellaneous Income	9512	0	0
Total Operating Income	357126	266310	592000
Use of Reserves			
4900 · Release of Restricted Funds	5888	37300	167146
4910 · Use of Unrest Operating Funds		67500	60000
Total Use of Reserves	5888	104800	227146
Total Income	363014	371110	819146
Expense			
6000 · Advertising	139	637	750
6144 · Development & Donor Recognition	4158	4215	0
6150 · Fees			
6154 · Bank Service Charges	1180	1264	3500
6158 · Conference & Education Fees	2065	861	5000
6162 · Dues and Subscriptions	4302	4229	6000
6166 · Licenses and Fees	1951	1979	2500
6170 · Membership Database Expense	3865	3252	8000
Total 6150 · Fees	13363	11585	25000
6180 · Insurance			
6181 · Terraforma Defense Insurance	0	0	4500
6185 · Liability, D&O, Property Ins	20818	19599	31500
6192 · Workers Compensation	3430	2971	7000
Total 6180 · Insurance	24249	22570	43000
6200 · Interest Expense			

Coastal Mountains Land Trust
Monthly Statement of Operations
April 1, 2022 through October 31, 2022

	Apr - Oct 22	Apr - Oct 21	2022-23 Budget
6212 · Credit Line Loan Interest	0	144	250
Total 6200 · Interest Expense	0	144	250
6228 · Community Engagement Programs			
6228CE · Community Engagement Exps-Gen	9247	6870	12300
6228LL · Learning Landscape Prog Exps	777	1515	7500
Total 6228 · Community Engagement Programs	10024	8386	19800
6230 · Property Management Expenses			
6230MoT · Mt. Tuck Expenses	944	1845	5000
6231 · Stewardship Services	1995	1205	8500
6232 · Stewardship Supplies	5988	6005	10250
6234 · Ducktrap Watershed Acquisition	0	1190	1750
6235 · General Acquisition Project Exp	4093	1489	7500
6236 · Meadow Brook Project Expenses	310	0	0
6238 · Beech Hill Farm Expense	8677	1002	3705
Beech Hill Expenses-All			
6240 · Beech Hill Management Expenses	0	3400	10000
6240E · Beech Hill Expansion Exps	0	166	0
Total Beech Hill Expenses-All	0	3566	10000
Bald-Ragged Exps-All			
6241 · Bald-Ragged Project Expenses	135	9167	7500
6241-IK · Bald-Ragged Expenses-In-Kind	0	2338	0
6241-T · Bald-Ragged Trail Expenses	0	4284	0
Total Bald-Ragged Exps-All	135	15789	7500
6242 · Fernalds Neck Preserve Expenses	0	3545	1250
6244 · McLellan-Poor Preserve Expenses	3185	0	1500
Total 6230 · Property Management Expenses	25326	35635	56955
6246 · Newsletter Expenses	6396	10267	11000
6250 · Office Expenses			
6252 · Office Supplies	3625	2401	4500
6253 · Office Technology Expenses	2084	3746	5500
6254 · Office Expenses-Other	7738	3057	4000
Total 6250 · Office Expenses	13447	9203	14000
6256 · Postage and Delivery	2736	2320	5000
6258 · Printing & Publication Exps	5960	3199	18500
6260 · Professional Fees			
6262 · Legal Fees	5270	0	0
6270 · Accounting	17356	16781	21500
6274 · Payroll Processing Fees	869	808	1800
Total 6260 · Professional Fees	23495	17589	23300
6297 · Real Estate Taxes			
6298 · Real Estate Taxes-Preserves	482	456	2500
6299 · Contr. Lieu Real Estate Tax	0	0	4500
Total 6297 · Real Estate Taxes	482	456	7000
6300 · Repairs & Maintenance			
6320 · Computer Maintenance & Repairs	0	0	250
6330 · Equipment Rental/Repairs	5126	5100	6000
6300 · Repairs & Maintenance - Other	0	0	1000
6335 · Vehicle Expenses	2244	605	3000
Total 6300 · Repairs & Maintenance	7371	5705	10250
6340 · Telephone & Internet	1894	1840	3250
6350 · Travel & Ent			
6370 · Meals and Food Expense			
6371 · Meals and Food Expense-External	9864	13165	13000
6372 · Meals and Food Expense-Internal	518	0	0

Coastal Mountains Land Trust
Monthly Statement of Operations
April 1, 2022 through October 31, 2022

	Apr - Oct 22	Apr - Oct 21	2022-23 Budget
Total 6370 · Meals and Food Expense	10382	13165	
6380 · Travel & Mileage Costs	3206	3236	9000
6390 · Lodging	0	0	1500
Total 6350 · Travel & Ent	13588	16401	23500
6400 · Utilities	2123	855	3000
6560 · Payroll			
6566 · Gross Salaries	263694	210346	465800
6568 · Unemployment Compensation	0	2541	0
6570 · CMLT Payroll Taxes	19417	15453	34717
6572 · IRA-Employer Match	4057	3907	13030
6575 · Employee Health Insurance	19156	12915	40380
Total 6560 · Payroll	306324	245163	553927
Total Expense	461073	396171	818482
Net Ordinary Income	-98059	-25061	664
Restricted Income			
7000 · Restricted Contributions			
7015 · General Acquisition Contributions	9151	80000	0
7016 · Ducktrap Acquisition Contributions	0	0	0
Bald Ragged Contributions-All			
BR Contributions-Cash less Fee			
7018 · Bald - Ragged Contributions	10150	111140	30000
7018Fee · Bald - Ragged Contributions	-2109	-6905	2100
Total BR Contributions-Cash less Fee	8041	104235	27900
7018 IK · Bald-Ragged Cont - In-Kind	0	8338	7500
Total Bald Ragged Contributions-All	8041	112573	35400
7019 · Beech Hill Cont.- Acquisition	75930	33781	0
7020 · Ducktrap Program Contributions	2000	19137	0
7023 · Meadow Brook/Hurds' Pont Cont	-5000	0	0
7025 · Stewardship Fund Contributions	-2000	44543	0
7026 · Conservation Lands Defense Cont	0	1500	0
7027 · Pendleton Stew Fund	0	217	0
7031 · RunBelfast Sponsorship Acct.	0	-440	0
7032 · Mt Tuck Region of Interest	6121	55400	0
7033 · General Office Fund	0	8000	0
7037 · Learning Landscapes Contributions	13020	0	0
7038 · Waldo County Contributions	20244	0	30000
Total 7000 · Restricted Contributions	127507	354712	65400
7110 · Restricted Grants			
Bald & Ragged Grants - All			
7118 · Bald and Ragged Grant	30000	20000	
Total Bald & Ragged Grants - All	30000	20000	
7125 · Stewardship Fund Grants TRF	1500	0	
7136 · Learning Landscapes Grant	9200	7500	25000
7137 · Goose River Trails Grant	9300	0	
Total 7110 · Restricted Grants	50000	27500	25000
Investment Inc & Exp-Restricted			
7800 · Investment Income			
7801 · Investment Inc-Reserves & End	75964	152132	0
7802 · Investment Income-Land Acq.	5360	4641	0
7803 · Investment Income-Stewardship	1242	531	0
7804 · Investment Income-Fernalds Neck	6542	6206	0
Total 7800 · Investment Income	89108	163509	0

Coastal Mountains Land Trust
Monthly Statement of Operations
April 1, 2022 through October 31, 2022

	Apr - Oct 22	Apr - Oct 21	2022-23 Budget
7805 · Appr/Deprec-Investments			
7806 · App/Depr-Reserves & Ends	-475266	313821	0
7807 · App/Dep-Land Acquisition	-64934	31087	0
7808 · App/Dep-Stewardship	-13017	3751	0
7809 · App/Dep-Fernalds Neck	-54666	36929	0
Total 7805 · Appr/Deprec-Investments	-607882	385588	0
7810 · Interest Income			
7814 · Interest Income-Acq Savings	770	397	0
7816 · Interest Income-Stew Savings	11	2	0
Total 7810 · Interest Income	781	398	0
8800 · Investment Management Fees			
8801 · Investment Fee-Reserves & End	-15552	-12665	0
8802 · Investment Fees-Land Acq.	-640	-383	0
8803 · Investment Fees-Stewardship	-130	-43	0
8804 · Investment Fees-Fernald's Neck	-1542	-1429	0
Total 8800 · Investment Management Fees	-17864	-14520	0
Total Investment Inc & Exp-Restricted	-535858	534975	0
Total Restricted Income	-358352	917187	90400
Inv Income & Exps-Unrestricted			
7812 · Interest Income-General	10	92	0
7830 · Gain/Loss on Sale of Assets	-271	785	0
8805 · Investment Fees - General	-96	-192	0
Total Inv Income & Exps-Unrestricted	-357	686	0
Total Other Income	-358708	917873	90400
Other Expense			
8000 · Restricted Fund Disbursements			
8020 · Land Tr Operating Res BDF Disb	0	11600	13135
8040 · Land Tr Stew Res TRF Disb	0	25700	32747
8042 · Land Tr Endowment PRF Disb	0	0	3400
8060 · Beech Hill Pres Stew Disbs	0	0	18370
8080 · McLellan Poor Endowment Disb	0	0	1643
8100 · Fernalds Neck Endowment Disb	0	0	34731
8120 · Conservation Lands Def Disb TRF	0	0	23370
8200 · Ducktrap River Disbursement	0	0	1750
8220 · Bald & Ragged Disbursement	135	0	7500
8270 · Meadow Brook/Hurd's Pond	310	0	0
8272 · Mt. Tuck Disbursements	910	0	5000
8412 · Beech Hill TRF Disb	0	0	1000
8440 · General Acquisitions BDF Disb	4093	0	7500
8455 · Learning Landscapes TRF Disb	440	0	0
8460 · Mount Percival Disbursement	0	0	1000
8500 · Long Cove/Maine Stream Disbs	0	0	1000
8510 · General Stewardship BDF	0	0	2500
8520 · Pendleton TRF Disbs	0	0	5000
Transfer from Community Engagement TRF	0	0	7500
Total 8000 · Restricted Fund Disbursements	5888	37300	167146
8600 · Unrest Operating Reserve Use	0	67500	60000
Total Other Expense	5888	104800	227146

Coastal Mountains Land Trust

Balance Sheet

As of October 31, 2022

	Oct 31, 22	Sep 30, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1010 · Bangor Savings Bank #1898	51,707.80	80,880.00	(29,172.20)
ACQUISITION ACCOUNTS			
1110 · BSB Acquisition ICS #8375	379,638.74	313,854.97	65,783.77
1111 · BSB Money Market #7719	100,141.88	100,121.99	19.89
1115 · Trillium Fernald's Nk Acq #1778	372,713.14	362,062.10	10,651.04
1120 · Trillium Land Acquisition #0685	460,238.53	453,527.61	6,710.92
Total ACQUISITION ACCOUNTS	1,312,732.29	1,229,566.67	83,165.62
STEWARDSHIP ACCOUNTS			
1150 · BSB Stewardship Savings #0691	44,284.01	43,282.17	1,001.84
1155 · Trillium Stewardship #5932	124,790.36	122,915.38	1,874.98
1160 · CNB Unrestricted Checking #0093	1,911.31	1,911.29	0.02
Total STEWARDSHIP ACCOUNTS	170,985.68	168,108.84	2,876.84
RESERVES & ENDOWMENTS			
1170 · Trillium Res & Endowments #1928	2,806,617.88	2,671,855.07	134,762.81
Total RESERVES & ENDOWMENTS	2,806,617.88	2,671,855.07	134,762.81
1180-1 · State Unemployment CD #9286	4,942.32	4,941.31	1.01
1180-2 · State Unemployment CD #1643	2,003.32	2,002.91	0.41
1185 · Petty Cash	200.00	200.00	0.00
Total Checking/Savings	4,349,189.29	4,157,554.80	191,634.49
Accounts Receivable			
1200 · Pledges Receivable			
1205 · Pledges Rec-Bald & Ragged	9,000.00	9,000.00	0.00
1205T · Pledges Rec-BR Trails	50,000.00	50,000.00	0.00
1217 · General Acquisition TRF	16,222.60	16,222.60	0.00
1220 · Pledges Rec-Stewardship	15,000.00	20,000.00	(5,000.00)
1226 · Pledges Rec-Learning Landscapes	200.00	0.00	200.00
1230 · Pledges Rec-Operating	4,250.00	4,250.00	0.00
1236 · Pledges Rec-Waldo County	500.00	0.00	500.00
Total 1200 · Pledges Receivable	95,172.60	99,472.60	(4,300.00)
Total Accounts Receivable	95,172.60	99,472.60	(4,300.00)
Other Current Assets			
1330 · Prepaid Insurance	5,878.21	5,878.21	0.00
1335 · Prepaid Exps-Other	2,500.00	0.00	2,500.00
1340 · Prepaid Land Costs	27,810.62	28,810.62	(1,000.00)
Total Other Current Assets	36,188.83	34,688.83	1,500.00
Total Current Assets	4,480,550.72	4,291,716.23	188,834.49
Fixed Assets			
1510 · Building-Office	263,004.91	263,004.91	0.00
1512 · Building-Improvements	100,041.01	100,041.01	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

Coastal Mountains Land Trust
Balance Sheet
As of October 31, 2022

	Oct 31, 22	Sep 30, 22	\$ Change
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	(572,275.24)	(572,275.24)	0.00
Total Fixed Assets	597,047.93	597,047.93	0.00
Other Assets			
1700 · Split-Interest Agreements			
1710 · Beneficial Interest in CRUT	2,230.96	2,230.96	0.00
1720 · Beneficial Int. in CRUT/BELL	331,732.43	331,732.43	0.00
Total 1700 · Split-Interest Agreements	333,963.39	333,963.39	0.00
1740 · Steven GRLE	226,691.78	226,691.78	0.00
1800 · Conservation Preserves			
1805 · Conservation Preserves-FMV/Cost	26,554,552.19	26,527,720.57	26,831.62
1810 · CMLT Allowance for Impairment	(24,861,337.95)	(24,861,337.95)	0.00
1815 · Preserve Improvements	156,721.32	156,721.32	0.00
Total 1800 · Conservation Preserves	1,849,935.56	1,823,103.94	26,831.62
1850 · Conservation Easements			
1855 · Easements-Basis	3,736,444.00	3,736,444.00	0.00
1860 · CMLT Allowance for Easement	(3,736,444.00)	(3,736,444.00)	0.00
1865 · Easement Improvements	1,307,893.33	1,300,300.41	7,592.92
Total 1850 · Conservation Easements	1,307,893.33	1,300,300.41	7,592.92
Total Other Assets	3,718,484.06	3,684,059.52	34,424.54
TOTAL ASSETS	8,796,082.71	8,572,823.68	223,259.03
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 · Accounts Payable	1,790.82	1,795.48	(4.66)
Total Accounts Payable	1,790.82	1,795.48	(4.66)
Other Current Liabilities			
2110 · Accrued Vacation	6,369.33	6,369.33	0.00
2410 · Norcross Note Payable-0 int	100,000.00	100,000.00	0.00
Total Other Current Liabilities	106,369.33	106,369.33	0.00
Total Current Liabilities	108,160.15	108,164.81	(4.66)
Total Liabilities	108,160.15	108,164.81	(4.66)
Equity	8,687,922.56	8,464,658.87	223,263.69
TOTAL LIABILITIES & EQUITY	8,796,082.71	8,572,823.68	223,259.03

									ADJUST TO CASH BALANCE OF FUND:		
	Balance as of	Activity April-October, 2022 -----						Fund	Less		Cash
	March 31, 2022	Contributions	Grants	Inv Income	Release of	Capital	Interfund	Balance as of	Outstanding	Cash	Fund Balance
		(Excl in-kind)		& Appreciation	Funds	Purchases	Transfer	Oct 31, 2022	Pledges	Advance	Oct 31, 2022
				(Net of Fees)	or Withdrawal		(& surplus fd transfers)				
RESERVES & ENDOWMENTS											
<i>Permanently Restricted Funds (PRFs): Managed for long-term protection:</i>											
Land Trust Endowment PRF - Corpus \$47,738.60	75,570.46	0.00		(9,572.38)	0.00	0.00	0.00	65,998.08	0.00		65,998.08
McLellan Poor Preserve Endowment PRF-Corpus \$22k	33,964.93	0.00		(4,302.28)	0.00	0.00	0.00	29,662.65	0.00		29,662.65
Fernalds Neck Preserve Endowment PRF-Corpus \$550k	729,469.70	0.00		(92,400.65)	0.00	0.00	0.00	637,069.05	0.00		637,069.05
<i>Temporarily Restricted Funds (TRFs): Managed per restrictions:</i>											
Land Trust Stewardship Reserve TRF-Contributions total-\$370,895.88)	425,160.88	(2,000.00)		0.00	0.00	0.00	0.00	423,160.88	(15,000.00)		408,160.88
Conservation Lands Defense TRF-Contributions total-\$230,896.28	230,896.28	0.00		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	50,596.11	0.00					0.00	50,596.11	0.00		50,596.11
Howe Hill Farm TRF - Goal \$75,000	52,465.59	0.00		0.00	0.00	0.00	0.00	52,465.59	0.00		52,465.59
<i>Board Designated Funds (BDFs): Managed for growth of BDFs</i>											
Land Trust Operating Reserve BDF	271,188.30	0.00		(35,727.28)	0.00	0.00	27,750.00	263,211.02	0.00		263,211.02
Bald & Ragged BDF - Baseline total \$200,000	201,814.78	0.00		(25,563.52)	0.00	0.00	0.00	176,251.26	0.00		176,251.26
Land Trust Stewardship Reserve BDF - income from line above	341,377.88	0.00		(96,035.85)	0.00	0.00	0.00	245,342.03	0.00		245,342.03
Beech Hill Preserve BDF - income from line above	99,900.48	0.00		(48,121.33)	0.00	0.00	0.00	51,779.15	0.00		51,779.15
Conservation Lands Defense BDF	224,190.26	0.00		(57,645.01)	0.00	0.00	0.00	166,545.25	0.00		166,545.25
Pendleton BDF	35,115.08	0.00		(10,856.89)	0.00	0.00	0.00	24,258.19	0.00		24,258.19
Howe Hill Farm BDF	21,558.78	0.00		(9,376.54)	0.00	0.00	0.00	12,182.24	0.00		12,182.24
Staffing Reserve BDF	55,338.37	0.00		(11,138.61)	0.00	0.00	83,250.00	127,449.76	0.00		127,449.76
Design/Marketing BDF	4,611.53	0.00		(584.13)	0.00	0.00	0.00	4,027.40	0.00		4,027.40
<i>Unrestricted Invested Funds: Surplus operating funds managed for growth</i>											
Surplus Operating Funds-Short Term Investment	179,253.05	0.00		(13,530.13)	0.00	0.00	(185,000.00)	(19,277.08)	0.00		(19,277.08)
TOTAL Reserves & Endowments Investment Account	3,312,472.46	-2,000.00	0.00	(414,854.58)	0.00	0.00	(74,000.00)	2,821,617.88	(15,000.00)	0.00	2,806,617.88
ACQUISITION FUNDS											
<i>Fund managed with unpredictable, near-term use of corpus:</i>											
Fernalds Neck Acquisition Reserve TRF	422,379.04			(49,665.90)				372,713.14			372,713.14
<i>Funds managed with frequent, unpredictable income and expense:</i>											
Ducktrap River Watershed TRF	17,734.75	2,000.00						19,734.75			19,734.75
Bald & Ragged Mountains TRF	537,600.95	8,040.90	30,000.00			(7,592.92)		568,048.93	(59,000.00)		509,048.93
Bald & Ragged Mountains BDF	154,630.91							154,630.91			154,630.91
Beech Hill Expansion TRF	740.60	75,930.00			(134.64)			76,535.96			76,535.96
Beech Hill Expansion BDF	4,727.47							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)	17,283.58	(5,000.00)			(310.17)	(7,215.00)		4,758.41	0.00		4,758.41
Mt. Tuck Region of Interest TRF	12,315.40	6,121.30			(910.17)	(13,325.40)		4,201.13			4,201.13
Mt. Tuck Region of Interest BDF	30,000.00					(11,096.14)	(18,903.86)	0.00			0.00
Waldo County Conservation TRF	0.00	20,243.90				(30,728.26)		(10,484.36)	(500.00)		(10,984.36)
Waldo County Conservation BDF	0.00					(18,903.86)	18,903.86	0.00			0.00
General Acquisitions TRF	16,222.60	9,150.60			(4,093.00)	10,413.00		31,693.20	(16,222.60)		15,470.60
General Acquisitions BDF	4,872.66			(59,443.73)		0.00	18,500.00	(36,071.07)		100,000.00	63,928.93
TOTAL Acquisition Funds	1,316,474.38	116,486.70	30,000.00	(109,109.63)	(5,447.98)	(78,448.58)	18,500.00	1,288,454.89	(75,722.60)	100,000.00	1,312,732.29
STEWARDSHIP FUNDS											
<i>Funds managed to expend corpus as soon as possible:</i>											
Beech Hill Preserve 100th Anniversary Capital Campaign TRF	7,836.03							7,836.03			7,836.03
Mount Percival Preserve Stewardship TRF	9,195.00							9,195.00			9,195.00
Long Cove Hdwaters/Main Stream Prsvs (CMP) Stewardship TRF	5,541.19							5,541.19			5,541.19
Office Fund TRF	1,000.00							1,000.00			1,000.00
Office Fund BDF	85,830.90					(28,560.70)	37,000.00	94,270.20			94,270.20
Learning Landscapes TRF	10,484.67	13,020.00	9,200.00		(440.00)			32,264.67	(200.00)		32,064.67
Goose River Trails	0.00		9,300.00					9,300.00			9,300.00
General Stewardship TRF			1,500.00					1,500.00			1,500.00
General Stewardship BDF	3,672.64			(11,894.05)			18,500.00	10,278.59			10,278.59
TOTAL Stewardship Funds	123,560.43	13,020.00	20,000.00	(11,894.05)	(440.00)	(28,560.70)	55,500.00	171,185.68	(200.00)	0.00	170,985.68
GRAND TOTALS	4,752,507.27	127,506.70	50,000.00	(535,858.26)	(5,887.98)	(107,009.28)	0.00	4,281,258.45	(90,922.60)	100,000.00	4,290,335.85

COASTAL MOUNTAINS
LAND TRUST



Board Advancement Committee Minutes
Wednesday, November 9, 2022

Present: Gianne Conard, Jeff Davis, Jim Krosschell, Dan Johnson, Ian Stewart,
Judy Wallingford

1. Status of Board Recruits:

- a. Active Candidates for 2022/23:
 - i. Kitty Jones, Harper Coburn, Bob Lawrence have been invited to the November 29, 2022 ZOOM board meeting. Gianne will email a reminder to them.
- b. Potential recruits for 23/24 (or beyond) with status as of last meeting:
 - i. George Wheelwright: Dan will contact in January
 - ii. Jennifer Craig: We will discuss again in January
 - iii. Alleson Bixler: Judy or Ian will contact in January
 - iv. Jan Pendleton: email didn't work, phone was disconnected. Ian will reach out
 - v. Eric Brooks: a carpenter and work crew member, Jeff will reach out
 - vi. Gerald Quirk: a Beechnut docent, Dan will reach out
 - vii. Jen Albee: from Revision Energy, expressed interest in board. Gianne meeting with her 10/15
 - viii. John Poto: owner of the Hoot Restaurant; Jim will reach out
 - ix. Remove from active list, but keep in reserve: Jane Merrill, Kate Pierce
- c. Board Application is now on web site under Board Docs
- d. Process is to be revisited after Board Meeting: sequence discussed (after we have determined that the prospect is a good one) -
 - i. Zoom/in person meeting with candidate
 - ii. poll board members informally (email)
 - iii. invite candidate to attend a board meeting (if they want),
 - iv. send/receive application
 - v. approve candidate prior to their formal attendance at a meeting (terms are actually Sept start, but they will join board whenever we approve)

2. Succession Planning

- a. President Term: determined that term should be 2 years, with option to go another year.
- b. Future Leadership: we need to look at candidates with an eye to potential for board leadership
- c. Board Terms: per Polly's new list, the current terms are as follows:
 - i. 3rd term ends 2023: Roy Call, Dan Johnson
 - ii. 3rd term ends 2024: David Noble, Roger Rittmaster
 - iii. 2nd term ends 2023: Gianne Conard
 - iv. 2nd term ends 2024: David Thanhauser, Judy Wallingford
 - v. 2nd term ends 2025: Landis Gabel
 - vi. 1st term ends 2023: Elisabeth Wolfe
 - vii. 1st term ends 2024: Emily McDevitt (she will step down at the end of the term),
 - viii. 1st term ends 2025: Jeff Davis, Maiara Rebordao
- 3. Board Matrix Review: Gianne and Ian will review, revise and present next meeting
- 4. Board Meetings/Education Sessions
 - a. November 29: Woody Adelgid – Jeff to confirm
 - b. December: no board education, but we will have a ZOOM starting at 3:30 and holiday gathering at Jack's on December 20
 - c. January (if we have it): First Light (Heather/Roy/Jeff)
 - d. February: Woodland Management with Kennebec Land Trust. Ian will reach out to Theresa
 - e. Future: Mid Coast Housing Trust
- 5. Next Meeting: Wednesday, December 14, 4:00 – 5:00 via ZOOM

Coastal Mountains Land Trust

Executive Committee Minutes

November 14, 2022 @ 4pm

Prepared by Roger Rittmaster, Secretary

Attendees: E. Daniel Johnson(President), Gianne Conard (Vice President), Landis Gabel (Treasurer), Roger Rittmaster (Secretary), Elisabeth Wolfe, and Ian Stewart, Executive Director

1. Organizational
 - a. Staffing: staff continues to be busy and productive.
2. Healthcare update: significant increase (18%) in premium from Anthem for 2023, which will translate to a 5% increase in health care costs overall to CMLT. The Executive Committee felt this 5% increase was acceptable for CMLT and the overall cost and benefits would be acceptable to the staff.
3. MCC Position: five candidates interviewed. A potential candidate has been chosen and will soon be offered a position. Gianne (and her sister) have offered housing for the intern.
4. Timeline for follow-up on October board/staff retreat
 - a. November 30 – December 31 – Executive Director and staff outline & discuss updates
 - b. January 1 – 15 – Staff Review of Strategic Plan Updates
 - c. January 15 - 30– Committee Review of Strategic Plan Updates
 - d. February – Board Review of Strategic Plan Updates
5. Board Nominations – 3 individuals have been proposed to the Board for approval at the next Board meeting
6. Intergen (<https://www.intergen.org.uk/>) is a program designed to bring older and younger people together in school to inspire and learn from each other in their local communities. One initiative is to help youth become successful members of non-profit boards. Gianne has agreed to be CMLT's liaison to this initiative.
7. Finance

CD Investment not necessary

 - a. Amount in ICS - \$351,000
 - b. Amount in Trillium – Land Protection - \$432,754
 - c. Amount in FN Lands - \$370,000
8. December schedule to pay off Norcross loan fund – status of investments
9. Development
 - a. Waldo County Conservation Initiative had a great kick-off on November 2. Followup
 - b. Anonymous IRA gift of \$71,000 received.
 - c. Maine Association of Non-profits is having a workshop “It takes a Team: Fundraising for Board & Staff” in Freeport. CMLT will send several individuals.
10. Land Protection

- a. Courtney Collin's donation will now include the west side in fee and the east side as a life estate. There will be a motion to the Board to approve the donation at its next meeting.
 - b. Cindy Mathies plans to move forward on her property on Tuck Mountain this Spring
11. Stewardship
- a. The violation of the easement on the Ducktrap remains unresolved. There is new HOA leadership, and there has been little effort on the part of the HOA to move this forward.
 - b. Wayne Ruesswick will be building an addition to the Beech Hill stewardship building to provide shelter for a vehicle.
 - c. The accessibility ramp for Beechnut has been completed.
12. Community Engagement – Leah will be arranging for an in-depth meeting to describe an update on Learning Landscapes.