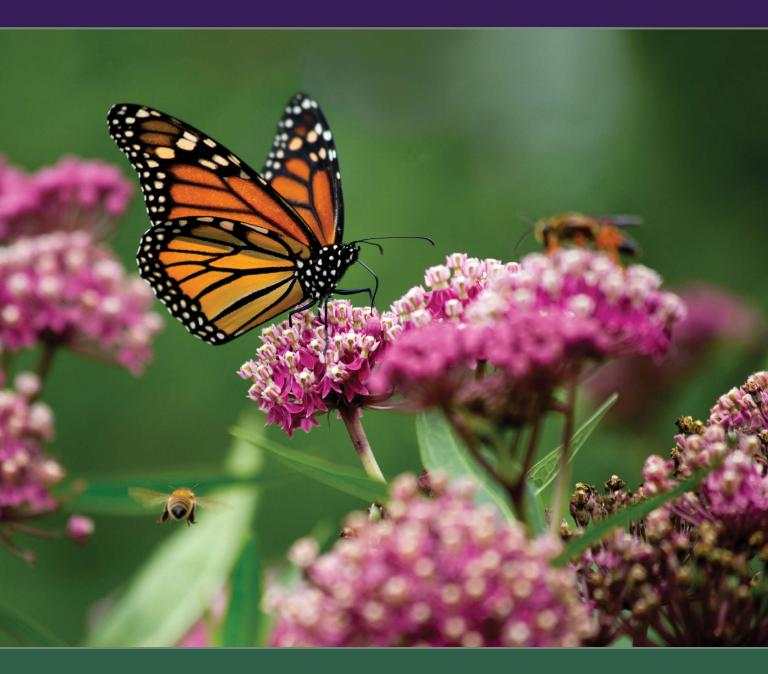
Land Conservation Assistance Network 2020 ANNUAL REPORT



Conservation for a Better America

Our mission is to promote the protection of endangered species, farms, forests, ranches, wetlands, and other open spaces, by empowering landowners to make smart, sustainable decisions about their land.

Message from our Executive Director, Amos S. Eno

Conservation Marches on During COVID

Despite the trials and tribulations weighing on us all in 2020, LandCAN had a productive year. We helped launch the Western Collaborative Conservation Network at Ft. Collins, CO. in March, the week air travel was shut down by COVID. In July we moved into new offices in Yarmouth overlooking the Royal River harbor. Better view, better commute, and we saved \$25,000 on annual rent. On May 5th, we received preliminary notification of a \$750,000 grant award from USDA's NRCS for their new competitive Conservation Collaboration Grants program, which was finally approved on September 30th.

We spent the spring and summer designing a new habitatcan.org conservation network for monarch butterflies, a species proposed for listing under the Endangered Species Act. In the last

20 years, monarch populations across the U.S. have declined 90% and in mid-December U.S. Fish and Wildlife Service determined that listing was "warranted but precluded" at this time. Our new network covers 10 mid-western states designated by NRCS' Working Lands for Wildlife Program, and we added Nebraska. The network is designed so service providers are organized geographically by county for all 11 states, an enormous amount of work, but this should maximize local community conservation initiatives. The new network is also huge, with over 6,000 conservation resources.

We received a small Conservation Innovation Grant from NRCS's Idaho office and highlighted nine conservation success stories by private landowners across Idaho from forests in the Panhandle of Northern Idaho to the Lemhi River salmon restoration work involving the Lemhi Regional Land Trust and my Princeton classmate Nikos Monoyios and his wife Valerie.

Today's headlines and media are singularly focused on science as underpinning conservation. For more than 30 years, I have held a different opinion: I believe people are the most valuable asset in expanding conservation, and individuals are the key to sustaining conservation success. With 70% of the United States remaining in private ownership, and with Midwestern states over 90% in private ownership, the keys to conservation for declining species like monarchs and our neotropical bird species lie with the private landowners of our farms, ranches and forests, and mobilizing their individual conservation efforts for an ecosystem-wide impact.

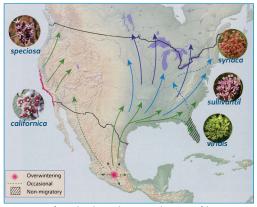


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Why Monarchs?

andCAN is building a monarch site as the third species on habitatcan.org, our platform to assist in recovery of imperiled species, which currently includes sage grouse and lesser prairie chicken.

Why monarchs? Because over the last 20 plus years monarch populations have decreased by 90 percent. As recently as 1996, 700 million monarchs from the upper Midwest migrated the 3000 miles from the upper Midwest and southern Canada to south central Mexico to over-winter in high-elevation oyamel fir forests in the states of Michoacan and Mexico.



Spring migration of monarchs with major plant resources shown as part of the remigration. Note the stepping-stone model is depicted by the migration from Mexico to the southern US. The next generation moves further north. Caveats to this pattern are shown with dashed lines (some butterflies stay in Mexico, moving to the lowlands). Some butterflies also migrate to the southwestern and southeastern US. The California population and migration is largely independent of that from the eastern population, although some mixing occurs. Resident monarchs also breed year-round in southern Florida and over much of Mexico.

The monarchs that make this epic migration are 4th generation from the butterflies that left the previous spring. Monarchs migrating north from Mexico arrive in Texas in March and reach Oklahoma in April. Summer monarchs live 2 to 6 weeks as adults as they migrate northward. The 4th generations born in northern states live up to 9 months and make the journey to Mexico and back north and produce first generation monarchs of the new spring year.



On the first page of his superb book, Monarchs and Milkweed, Cornell professor Anurag Agrawal summarizes the monarch life cycle: "The monarch butterfly is a handsome and heroic migrator. It is a flamboyant transformer: an egg hatches into a white, yellow, and black-striped caterpillar; then metamorphosis takes place inside its leafy-green chrysalis, which is endowed with gold spots; the adult butterfly that emerges flaunts orange and black (wings). In the monarch's annual migratory cycleindividual butterflies travel up to three thousand miles from the U.S. and Canada to overwintering grounds in the highlands of Mexico. After four months of rest, the same butterflies migrate back to the U.S. in the spring. Come summer, their children, grandchildren, and great grandchildren will populate the northern regions of America."

In 2014, the US Fish and Wildlife Service (FWS) was petitioned to list monarchs as a threatened species. In December, 2020 FWS determined that listing monarchs on the Endangered Species Act was "warranted but precluded," because of other species priorities. Currently there are over 16 states developing statewide conservation action plans and a coordinated Mid-American Conservation Strategy for conserving habitat (both milkweed for caterpillars and nectar plants for butterfly feeding). Some of these plans are excellent: Ohio and Oklahoma both have detailed implementation applications for individual land owners.

Monarch decline is due to habitat loss, a loss of milkweed, the host plant for monarch larva. Currently, 2.2 million acres of milkweed habitat is lost yearly due to land conversions and agricultural pesticide use. Between 2008-2011, 17 million acres of grasslands (primarily CRP) were converted to corn production as the demand for corn-derived ethanol increased. To help monarchs recover millions of acres of native plants, especially milkweed will need to be planted.

Monarch conservation is an invitation to millions of Americans to participate. Unlike so many of today's intractable environmental issues that we face on a daily basis, individuals can make a direct, positive contribution to monarch recovery by creating habitat in back yard gardens, on the edges of farm fields, in forest openings on utility and transportation Rights of Ways, and on corporate campus lands. Monarch habitat also sustains populations of beneficial insects that prey on farm crop pests, which sustains healthy crops and orchards. Monarch habitat also supports wild bee pollinators which underpin the health of many farm and orchard crops.

The Ohio Conservation Plan, Monarch Wings Across Ohio, distills monarch conservation down to crystalline simplicity with three strategies: (1) restore milk weed habitat which monarchs lay their eggs on; (2) plant wild flowers for monarchs to feed on; and (3) provide monarchs protection from pesticides.

Our monarch site has benefitted from the advice of three advisory board members: Cornell professor Anurag Agrawal, Bee and Butterfly fund CEO Peter Berthelsen who distributes milkweed for planting, and University of Kansas professor Chip Taylor who leads monarch tagging.



Dr. Anurag Agrawal is the James Perkins Endowed Chair in Environmental Studies at Cornell University. His research melds questions on the ecology and evolution of interactions between wild plants and their

insect pests, including aspects of community interactions, chemical ecology, coevolution, and the entire monarch life-cycle. Integrating natural history, bold scientific theories, and interacting with diverse scientists, from students to citizens, is his passion. Anurag's book: *Monarchs and Milkweeds*, was published in 2017 by Princeton Univ. Press.



Pete Berthelsen is a renowned wildlife conservationist and pollinator habitat expert. As the President of Conservation Blueprint, his diverse background brings a wide range of experience in seed mixture design,

site preparation, habitat management, access to seed mixtures, public speaking and services for those wanting to plan, create and maintain helpful wildlife and pollinator habitats.



Chip Taylor is the Founder and Director of Monarch Watch, and an Emeritus Professor in the Department of Ecology and Evolutionary Biology at the University of Kansas. He also serves on the Steering Committees of

Monarch Joint Venture and the North American Pollinator Protection Campaign. He has also served as an advisor on many honeybee and monarch documentaries and films including *Flight of the Butterflies* and *Wings of Life*.

What LandCAN's Site Users Have To Say

Scott Contacted Dan Lovelace, Virginia Department of Wildlife Resources using the Virginia LandCAN

I own 150 acres of mixed hardwoods and 150 acres of 3rd leaf loblolly pine trees in Bedford county VA. The land is used primary for recreation. I have been working with the county forester Joe Cotner on management plans for the timber. However, I am very much interested in developing a management plan for the wildlife...I asked for his assistance to identify someone I could speak with about opportunities to manage the land for wildlife. He indicated you would be an excellent contact to start with.

Dan's Feedback

Yes, I replied to Scott's request for wildlife habitat management assistance. I met with him and toured his property. Recommendations were made for forest thinning, prescribed burning and native grass plantings. I am investigating costshare assistance programs for him. This was the first time I have been contacted by a property owner through the Virginia LandCAN. The Virginia LandCAN looks to be beneficial for connecting property owners with wildlife professionals.

Scott's Feedback

Dan replied very quickly, and we met within a week of my first contact. I wish everyone was that prompt. We met at my property and discussed my needs and his view on meeting these needs. My goal is to improve the quality of habitat for wildlife. After cruising he land, we decided a prescribed burn may be a good management tool to start with. He is in the process of helping me arrange this management practice.

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Pam Contacted Megan Henderson, Forester using the LandCAN

Hi Megan, Mike Richard at the Maine Forest Service recommended you. I recently bought 50 acres in Hiram, most of which is currently in a management program. I'd like to restore some of the meadow that is now overgrown in order to establish some good pollinator habitat. I'm not sure what my options are for tax relief. I think I need to come up with an official plan before April 15. Would you be interested in helping me figure out what to do and how to go about doing it?

Pam's Feedback

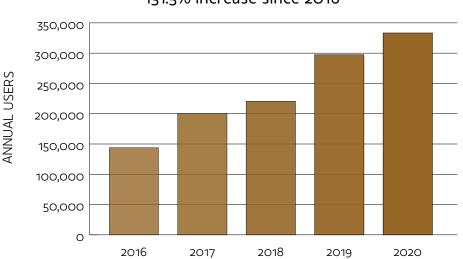
I heard back from her promptly. Very amenable and ready to meet and help me out with a land plan.

Sheila Contacted Teton Soil Conservation District using the Idaho LandCAN

I would like to rent the seeder. What is the process for doing that? The second thing is more of an issue we need help and guidance with. We purchased 50 acres of land near Tetonia in 2018, and we are trying to farm on it...The land is in need of improvement to improve soil quality, and riparian habitat...We see a lot of soil erosion and believe a lot of it due to the obstructions that have developed in the creek, causing the water to flow out of its natural bed into many areas which would otherwise be dry. We would like to improve this, and try to stop, or at least slow the soil erosion...We just don't know where to start, or if it's even okay to try clean up the obstructed areas...The property is also designated a riparian breeding area. We do have many raptors, sandhill cranes, owls, etc. and I feel improving the condition of the creek would also improve the habitat for the birds and wildlife...We had an environmental biologist assess our property last year to get a permit from the Army Corps of Engineers to build a house, and he suggested many improvements we could make to the property...Please let me know if I am starting in the right place.

Sheila's Feedback

Yes, I did hear from Teton Soil Conservation District. I have several goals I'm hoping to get guidance on, so this is ongoing. I needed to rent the no-till drill, and was able to do that. My land concerns are soil erosion from the creek that bisects the property and rehabilitating the involuntary runoff from the creek due to numerous obstructions in the creek. My property could be much better for farming if we can get the creek to flow in its original bed. Right now, it is flooding areas of the property. [I found the Idaho LandCAN] through the University of Idaho Extension agent. *Would you use the Idaho LandCAN again?* I plan to do just that!

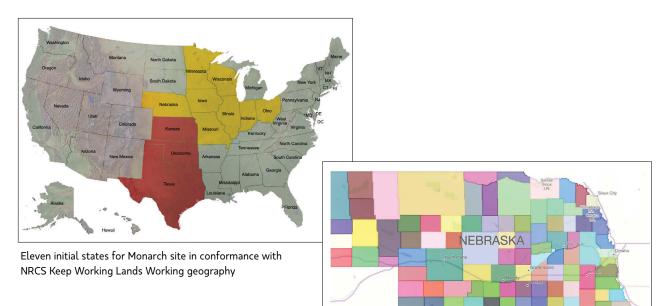


Yearly growth in website users 131.5% increase since 2016

Federal Agencies Invest in LandCAN for Monarch and Georgia Conservation

In January 2020, we submitted a grant proposal to USDA's Natural Resource Conservation Service (NRCS) for two declining species, and two new state sites for a new funding pool called Conservation Collaboration Grants. The first week of May, after two months' delay caused by COVID, LandCAN received a preliminary award of \$750,000 to build two new conservation networks, an eleven-state network for monarch butterflies that conforms to NRCS' Working Lands for Wildlife target states, and a Georgia LandCAN, which we are building in cooperation with the Georgia Chamber of Commerce and Georgia Department of Natural Resources. We received final approval from the NRCS on September 30th. The monarch site is precedent setting as it is designed to maximize local conservation engagement and participation: from backyard gardens, to municipal and transportation rights of way, in addition to farm, forest and ranch landowners. The service providers are organized geographically on a county by county level and we have maximized access to nurseries for milkweed and nectar flowers for pollinator habitat improvement on a scalable basis.

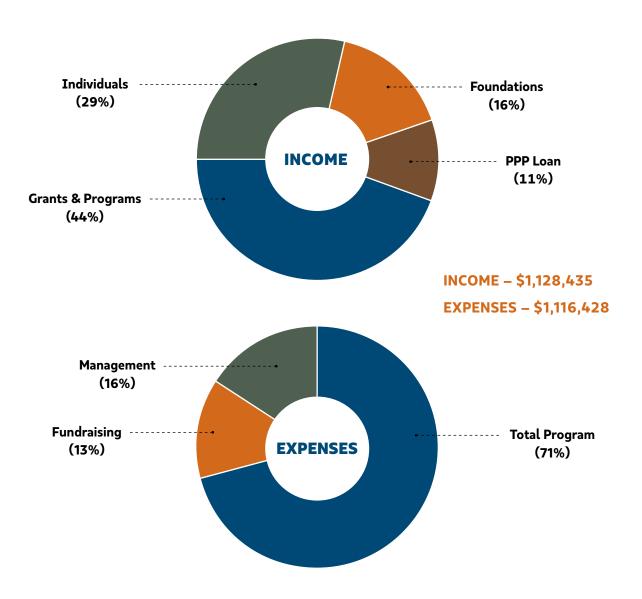
In 2020, we also received a \$50,000 grant from US Fish and Wildlife Service's Partners for Fish and Wildlife program for promoting conservation of the declining species hosted on HabitatCAN, including a redesign of the lesser prairie chicken site and monarchs and other pollinators.



Sample state: Nebraska counties-service providers organized by county

Preliminary Financial Summary for the Year 2020

Long-term land conservation results require sustained investment. Our funders and donors recognize this, and their support enables us to provide the online resources to private landowners—helping them to address both ongoing conservation challenges and emerging, urgent issues. We are grateful for the trust our donors place in us, and it is our pledge to use the financial support they provide wisely, efficiently, and for the best possible results.



LandCAN Partners In Giving

The Land Conservation Assistance Network would not exist today without the steadfast financial commitments of hundreds of donors who place their trust in us and who believe in the work we do. We are forever grateful to everyone who contributed to LandCAN in the past year.

>\$25,000

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HabitatCAN supports the conservation of these three species: monarch butterfly, lesser prairie chicken, and sage grouse

\$1-\$249

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The staff at the Land Conservation Assistance Network have taken every effort to ensure the accuracy of the donor information provided in this report. Please let us know if you have a question about your information by sending an email to Angus Eno, Director of Development, at anguseno@landcan.org or call 207.847.8509.

Meet Our Board Members



Ethan Lane is the Vice President of Government Affairs at the National Cattlemen's Beef Association (NCBA). Ethan is a a 5th generation Arizonan with more than 20 years of experience in natural resources, land use issues, and advocacy on behalf of the cattle industry.

Prior to his role as the Vice President of Government Affairs, Ethan was the Executive Director for the Public Lands Council (PLC) and Senior

Executive Director of the NCBA Federal Lands portfolio. Before joining PLC and NCBA, Ethan operated a consulting firm where he worked on multiple high profile political campaigns and advised a variety of private companies and industries on regulatory and legislative issues impacting their businesses.

Before moving to Washington, Ethan spent ten years helping to grow and manage a large real estate and ranch portfolio in Arizona. His diverse background gives him a unique perspective on the challenges producers face on a daily basis.



Andrew Shipley is a Managing Director and Senior Investment Specialist at J.P. Morgan Private Bank, based in New York.

Andrew joined J.P. Morgan in 2009. He works with ultra-high net worth families to develop investment strategies, build and manage portfolios and hedge various risks. He also works extensively on asset allocation and investment policy guidelines and provides advice on tax efficient borrowing.

In addition to his investment responsibilities, Andrew manages nine Investment Associates.

Andrew began his career in the Investment Banking department of Parker/Hunter Inc., advising on mergers and acquisitions for middle-market companies. He joined H.J. Heinz's Corporate Strategic Planning team in 2004 and was responsible for corporate strategy, acquisitions and divestitures.

He attended The University of Pittsburgh where he graduated magna cum laude with a degree in Finance and a concentration in accounting. Andrew earned an MBA with high honors from The University of Virginia. He is a CFA charterholder and a member of the CFA Institute. As an avid outdoorsman and conservationist, he sits on the board of the Land Conservation Assistance Network. Andrew lives in Larchmont, NY with his wife, Susan and his three children.

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LandCAN 2020 Updates

ANGUS C. ENO JOINS STAFF – In May my son Angus joined the LandCAN staff giving us a trifecta of Enos on board. Angus, who I affectionately call Goose, has been a great addition to the staff helping Willard load resources into the Monarch site, and producing the first of what I hope will be a bi-annual series of investor reports. He is also assisting with development taskings.

NEW OFFICE – In May we began transitioning to a new offices, leaving Falmouth where our host facility was the first center of COVID mortalities. We moved back to Yarmouth, 106 Lafayette Street in the old sardine factory, known locally as Falls Landing, overlooking the Royal River. We saved \$25,000 on rent, have a shorter commute and a wonderful view of the river and fish and birdlife, which includes daily bald eagle fly byes, seals, pogies and half a dozen species of sea ducks.

IDAHO CONSERVATION INNOVATION GRANT – We received a small CIG grant for \$8000 and contracted with Idaho conservation writer Steve Stuebner to highlight conservation success stories from the northern panhandle (McArthur Lake Forest Legacy Easements) to the eastern ranchlands (Lemhi River ranchers make huge strides in protecting salmon and steelhead habitat), to the backside of the Tetons (Ashton farmer John Nedrow saves his family farm by signing conservation easements with Teton Regional Land Trust). In central Idaho, Stuebner profiled Kaniksu Land Trust creates Pine Street woods, and The Pioneer Alliance protects nearly 100,000 acres of private lands for sage grouse and antelope. All of these articles were profiled in Conservation the Idaho Way.

LANDCAN IN TENTH STATE – In March 2021, we will start to build our tenth state LandCAN for Georgia. We were contacted two years ago by the Georgia Chamber of Commerce seeking our assistance for their initiative to revitalize Georgia's rural economy. We included a proposal to build Georgia into our 2020 NRCS/USDA proposal for funding. The Georgia LandCAN site, which we designed in fall 2020, will be structured geographically to conform to the Chamber's twelve delivery districts for services.

EarthX CONFERENCES – For the past year Amos Sr has been assisting Trammel Crow with content for EarthX conferences and the inaugural EarthX conservation TV programs that aired for the first time on October 22nd with shows on Wildlife, Forestry, Ranching and Agriculture. LandCAN board members moderated three of the inaugural shows: Mark Rey hosted Forestry, Ethan Lane hosted Ranching and Alex Echols hosted Agriculture. Mark Rey will again host a forthcoming show focused on Western forest fires due to air in April 2021.

ALEX BEEHLER REJOINS THE LandCAN BOARD – Finally, we are delighted that Alex Beehler has rejoined the LandCAN board after a two year sojourn as Assistant Secretary of the Army, DOD.

Our Values for the Future of Land Conservation

LandCAN's conservation ethic is driven by the works of the founding fathers of American conservation such as Aldo Leopold, who wrote in his *The River of the Mother of God* essays, "The geography of conservation is such that most of the best land will always be held privately for agricultural production. The bulk of the responsibility for conservation thus necessarily devolved upon the private custodian, especially the farmer."

We believe our values will inspire and serve as the essence of our principles, beliefs, and philosophy. They shape what LandCAN does well—educating private landowners by providing resources and information about the importance of land conservation. Leading with values is not wide-eyed altruism. It is clear-eyed business strategy. Values attract the best employees. They sustain all our relationships. And they guide our efforts to lead the industry in modeling what "good tech" looks like.

- Passion for Conservation. Conservation is what we are about. We provide the entire spectrum of conservation assistance programs to landowners nation wide—federal, state, non-profit, and for-profit.
- Empowering People. We help private landowners preserve land that is at the heart of their family history. Land is both real and symbolic of the continuity of family.
- Information You Trust. We are committed to providing quality resources, tools, and other information that landowners can trust to accomplish their conservation goals and outcomes.
- Driven to Innovate. From its beginning, LandCAN was the first to harness the power of the internet to connect people for the conservation of land. We encourage fresh ideas and new ways of doing things by building collaboration opportunities that translate into tangible and measurable on-the-ground actions.
- Purpose-led Performance. Our national conservation efforts are driven by a commitment to do what's right. We promote and facilitate the revival of conservation as a core American value, specifically through aiding the sustainable use of natural resources on private lands—farming, ranching, and forestry—that benefit the environment and rural economies.

Conservation Assistance Network

New address — 106 LaFayette Street, Suite 3G Yarmouth, Maine 04096 207.847.0589 LandCAN.org info@LandCAN.org

Staff

Executive Director Amos S. Eno

Director of Operations Jessica Adkins-Mailman

Director of Technology Willard Dyche

Program & Grants Amos P. Eno

Development Director Angus C. Eno The Land Conservation Assistance Network is proud and honored to host these state sites for private landowners!

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