

Virtual 30x30 Workshop 3 of 8



Conservation Transactions & Creative Funding

This workshop gets into the details on completing conservation transactions from start to finish. The audience will hear from conservation experts that complete a suite of real estate transactions to protect land. Protecting land through mitigation and conservation easements will also be highlighted. The audience will also hear about the landowners' perspective and how to approach a deal. Finally, a suite of innovative and newly emerging mechanisms to protect land will be included.

Thursday, June 22, 2023
10 - 11:30 am | Zoom Webinar



**PAOLO
Perrone**

The Nature Conservancy



**TERRY
Watt**

Terrell Watt
Planning Consultants



**NICOLE
Padron**

Rivers and Lands Conservancy



**ED
Sauls**

The Sauls Company and
California Land Conservancy



CAN'T MAKE IT?

All workshops will be recorded and uploaded to FHBP's YouTube channel.



ACCESSIBILITY / INCLUSION

All workshops include Spanish interpretation and closed captioning.

FREE, BUT REGISTRATION IS REQUIRED



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IN NATURE**



Presentation Abstracts

Thursday, June 22, 2023
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**PAOLO
Perrone**

Understanding Conservation Transactions from Start to Finish

This presentation will draw upon dozens of conservation projects' lessons learned, focusing on partnerships needed for success. These include obvious relationships with government funding agencies and other environmental groups, but also with instrumental actors such as titleholders to properties, appraisers, media, regulatory bodies, and philanthropic donors. This discussion will explore how an advocacy organization or activists focused on protecting properties or opposing planned developments can transition to an effective partner in a conservation real estate transaction, as well as provide the basics of a publicly and/or privately funded deal. The information included will be helpful for organizations with a "willing seller" as well as those still in an advocacy/adversarial role.



**TERRY
Watt**

Creative Mechanisms for Achieving 30x30

It will take more than public funding to meet 30x30. Thankfully, creative mechanisms are on the rise and, paired with public funding, will help protect natural and working lands and water. This presentation shares innovative agreements and policy actions that resulted in the protection of 250,000+ acres across California. Three mechanisms include innovative public policies, binding agreements in collaboration with landowners, and new private funds. Learn about what these mechanisms have in common and how they work. Emerging mechanisms on the horizon will also be featured that focus on climate resilience credits, transfer of development rights, and advance mitigation innovations.



**NICOLE
Padron**

Preserving Land Through Mitigation Transactions

Environmental laws and regulations require that potential impacts of development projects on species, habitat, and farmland are taken into consideration. Measures taken to "mitigate" the impacts of a development project are required when significant impacts are identified during the approval process. One way to mitigate the impacts is to permanently protect land through conservation easements or other land use restrictions. Rivers & Lands Conservancy (RLC) is a non-profit land trust that holds and manages over 1,600 acres of permanently protected open space as a direct result of mitigation. This presentation will explain what mitigation is, why it matters, and RLC's role in land conservation through the mitigation process.



**ED
Sauls**

Seeing Conservation Transactions Through the Landowners' Perspective

This presentation will focus on working with private landowners to purchase their property as conservation lands. Emphasis will be given to the landowners' motivations to sell, how to build trust, handling ongoing communications, and structuring transactions. Concepts such as bargain sales, landowner donations, fair market value, and landowner expectations will be featured.





Presenter Biographies

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**PAOLO
Perrone**

Paolo Perrone is a Project Director working statewide for The Nature Conservancy. He primarily conducts land acquisition for large landscape-scale conservation, and also supports efforts to expand access to public lands, generate funding for parks and open space, and assist partner organizations in their conservation efforts. Paolo previously worked as the Southern California Conservation Fellow for The Trust for Public Land and as a consultant for a variety of mitigation and conservation projects. He holds a bachelor's degree in Politics from the University of California, Santa Cruz, and a master's degree in Environment and Development from the London School of Economics. He lives in Ventura and regularly surfs from Huntington to Ventura and hikes the region with his dogs Monkey and Chula.



**TERRY
Watt**

Terrell (Terry) Watt is an expert land use planner focused on projects that deliver climate-resilient solutions in the areas of housing and community development, renewable energy, and conservation. She is a skilled facilitator and works closely with clients to bring workable, transformative approaches to pressing challenges. Professional memberships include Lambda Alpha International, the American Planning Association, and the American Institute of Certified Planners. She is a board member of the Tejon Ranch Conservancy and former board member of the Planning and Conservation League (PCL), Tahoe Fund and Santa Lucia Conservancy. Terry retains her role as Policy Advisor to PCL and sits on the advisory board of Green Foothills.



**NICOLE
Padron**

Nicole Padron is the Co-Executive Director of Rivers & Lands Conservancy (RLC) overseeing the organization's land acquisition and stewardship programs. Joining the staff as a Land Steward in 2013, Nicole managed RLC's conserved lands to ensure protection of their conservation values. As Stewardship Director, Nicole managed RLC's increasing conservation lands portfolio and conducted due diligence evaluation, budgeting, and legal document review of proposed acquisition properties, including those to be conserved through mitigation. She holds a M.S. in Biology and a B.S. Environmental Biology from California State Polytechnic University, Pomona.



**ED
Sauls**

Edwin Sauls is President of The Sauls Company and CEO of The California Land Conservancy. Since 1979 his land use, development and environmental expertise has resulted in more than one hundred financially successful, community supported, development projects and 89,000 acres of wildlife conservation in Southern California. He has developed a wide range of residential, mixed use, and industrial projects in Southern California. And he has successfully negotiated approvals for five Southern California Habitat Conservation Plans, sponsored state and federal environmental legislation, testified to the US Congress and California legislature, and completed four state and federal conservation banks.

