



Director's Report: February 20, 2014
Kris Ramsay

Administrative

Annual Meeting: On Friday, February 13th I submitted a proposal to the Orleans Yacht Club requesting permission to utilize their facilities for our 2014 Annual Meeting. The proposed date for the Annual Meeting was Tuesday, August 26th. In the proposal we requested use of the facilities from 4:00- 7:30pm, allowing us to formally conduct the business portion of the meeting from 5:00- 7:00pm. One thing the Fundraising/Branding Committee would like the Board to discuss is whether or not we want/have the time for a guest speaker. In years past we have always had someone give a presentation, but with all the changes to the Declaration of Trust and a lot of expected questions, the Board could consider not having the additional guest speaker.

Community Preservation Act Application: In December of 2013 I put together and submitted a Town Community Preservation Act Application requesting a \$15,000 grant to be used to develop and print a Town-Wide Trail Guide. In January of this year I made a presentation to the Community Preservation Committee (CPC) and have since heard they voted in support of the application. In the coming months the Board of Selectmen will review the CPC's recommendations and determine if the application, amongst others, is appropriate to place within a warrant article at the spring 2014 Town meeting.

AmeriCorps IP Update: Allyson Stein has been actively updating our fee ownership property files and organizing them for future use. Nearly every property folder is missing at least one of the following: deed, plan of lands, aerial maps, assessor's cards, etc. In the coming weeks Allyson will be working on AmeriCorps group service applications and helping me identify future land management "work party" dates. Once these dates are set, I will communicate with existing land stewardship volunteers and the general public to encourage others to get involved.

Compact Convocation: On February 1st Lynn Bruneau, Sharon Davis, and I attended The Compact's Southeastern MA Land Trust Convocation in Bourne. There were more than 125 Land Trust staff, Trustees, and volunteers in attendance from across the Cape and the South shore. The workshops covered the following topics:

- Land Stewardship Principals
- Communicating with Your Members
- Capitol Campaigns
- Land Deal Negotiations

A lot of great information was gathered and I was able to reconnect with other Land Trust staff. Power Point presentation materials are available from all or most of the presentations.

National Seashore Presentation: On February 3rd Ad Vos, Sharon Davis, and I attended The Compact's Press Release event at the Cape Cod National Seashore. At the gathering The Compact outlined its year-long program of outreach to Lower Cape landowners, formally unveiling its newest publication, *To Live Lightly on the Land: A Guide to Private Land Protection in (and around) the Cape Cod National Seashore*, and gave a formal premiere of the accompanying 10-minute video, *The Cape Cod National Seashore: A Land of Beauty at Risk*. While there was a smaller group of attendees than expected due to poor weather conditions, I did have a chance to talk with Erica Parra and update her on some of the Trusts recent activities.

Oral History Endeavor: At the end of 2013 I was approached by Stephanie Gaskill, resident of 28 Pochet Road in East Orleans, who expressed interest in volunteering for the Trust. Before retiring, Stephanie worked at AT&T as a Global Communications Director and also oversaw the marketing and operational initiatives. After a brief meeting Stephanie attended a Fundraising Committee meeting and after hearing about some of the donor cultivation initiatives she expressed an interest helping to gather the “oral history” of some of our land donors, life members, and significant long term donors. In the coming weeks I intend to work with Stephanie to develop a list of potential interviewees, refine the questions we would ask those individuals, and establish some goals for such a project. The overall idea of this initiative is to gather information about these long term supporters so we can have this information on file for future reference or publication.

Land Acquisition

Fleck Conservation Restriction (24 Twinings Lane): After closing on the CR in December of 2013, I developed a press release for the family’s review. The family reviewed the document and approved the narrative. I sent this document to the Cape Codder to be printed. Doreen Leggett, writing for the Cape Codder, has informed me they will run the story in the coming month(s) when space is available.

Land Management

Mauch Gift AmeriCorps Workday: On Monday, February 10th I worked with 15 AmeriCorps members out of Wellfleet to cut and remove invasive vegetation at the Mauch Gift in East Orleans. Despite cold temperatures and snow still on the ground, we successfully removed roughly 8 one-ton truck loads of debris from the site. Town Tree Warden Dan Connelly worked with the Highway Department and removed all the debris for free!



AmeriCorps Sustainable Land Stewardship Program Proposal: On January 8th, 2014 I met with Erik Boyer, Advisor for the AmeriCorps Cape Cod (ACC) Fire Crew. Erik had identified OCT as one of three organizations across the Cape that he would like to work with to try and create a sustainable land management volunteer group. Since our initial meeting, Erik has met with his top advisors at the County level to discuss this idea. While they liked his proposal, they want him to gather more information at a regional level before focusing on just three Towns. I still think we can move ahead this spring and work with AmeriCorps and existing volunteers to establish a land stewardship volunteer group to conduct land management activities on Trust properties 1-2 times a month.

Namequoit Bog: This past month I finalized the initial draft Namequoit Bog land management plan. This draft did not include a timeline or specific details as to what’s next for the coming year because I wanted to get initial feedback before expanding the draft any further. That draft was sent to a few trustees for feedback and edits, some of which I have received. I have spoken to David Lyttle (past Trustee) and partner at Ryder & Wilcox Engineering Firm, and he has agreed to help the Trust with the Town and State Notice of Intent filing. It is my hope that both documents will be finalized by the beginning of next month. Len Rosen, longtime financial supporter of the management activities and abutter to the bog, is very happy with the progress being made and remains committed to helping offset costs associated with the land management activities.

Brush Burns:

In the next 2-3 months I expect to conduct brush burns on the following parcels:

- Young/Flint Gift
- Mauch Gift
- Henson Gift (White's Lane)
- Namequoit Bog (Heyelman Purchase)
- Ewald Gift

Fundraising/ PR/ Branding

Cape Cod 5 Educational Program Grant Proposal: In January of this year I submitted a grant to the Cape Cod 5 Foundation, requesting \$3,500 to help offset costs associated with our 2014 educational lectures. The grant period ended on February 14th, 2014 and I expect we will hear about the results of the grant by the end of April. One thing to note is that in 2013 74% of the grants given by the Foundation were less than \$2,500. So, if the grant is successful, I still expect the grant amount to be slightly less than requested.

Year- End Appeal: The year-end appeal letter was finalized and sent out during the second week of December 2013. To get a better sense of changes in year-end gift giving I was asked earlier this month to run a comparative analysis, showing the total gifts made between November 1 and January 31 of 2012, 2013 and 2014. The final unrestricted year-end gift totals for these years were:

- 2012: 196 gifts totaling \$38,855.99
- 2013: 255 gifts totaling \$47,499.50
- 2014: 278 gifts totaling \$47,057.50

While I intend to discuss the particulars relating to these results at the Board meeting, things that affect the final gift amounts can be land acquisition campaigns during the year (such as in 2013), unexpected successful foundation grants, unexpected company matching grants (such as in 2012 with PPG Industries, IBM, etc.) or changes in the scope of the mailing (such as the Town-wide mailing we did in 2013).

Spring 2014 Newsletter: I have worked with the Fundraising/Marketing Committee and finalized the overall layout of the spring 2014 newsletter. In the coming weeks I will be working to finalize the stories, gather all the photos needed, and work with Terry Machie to work on the overall design (color, etc.). We have set a goal to try and get the newsletter finalized and printed by March 31, 2014.

Membership Mailing: The Fundraising Committee has drafted a spring Membership mailing letter. Similar to last year, we will send one letter tailored more specifically to our existing donors within the database and also send another appeal Town-wide. This letter would be sent out 1-2 weeks after the newsletter is mailed out.

Educational Meetings/ Programs

Up-coming Walk: On Thursday, March 6th, 2014 we will be hosting an educational walk at the Baker's Pond Conservation Area. I intend to lead the walk, but will ask Allyson Stein to participate in the discussion.

Up-coming Talk: On Monday, March 3rd we will be hosting an educational lecture entitled the "Erosion Control: Is It Possible?" at the Orleans Yacht Club. Jim O'Connell, independent Coastal Geologist and Land Use Specialist, will discuss some of the newest coastal erosion control techniques across the Cape and South Shore, describing what works, what doesn't, and what's next.

Recent Lecture: On Monday, February 3rd, 2014 from 6:30-7:30pm we hosted an educational lecture entitled the "Highlights of a record sea Turtle Stranding Season." Despite the steady snow that evening, 20 hardy souls braved the miserable driving conditions to hear Dennis Murley, Science Coordinator at MA Audubon Wellfleet Bay Wildlife Sanctuary, discuss the higher than usual sea turtle strandings over the last two years.

Recent Walks: Tuesday, February 4, 2014, I led a small group of hikers on a mile-long walk through the Meadow Bog Pond Conservation Area and the Cochran Gift off Davis Road. As I led the small group of attendees through the different acquisitions, I explained when and how the land was acquired, who the donor(s) were, and why each parcel was so important to preserve. I also explained the difference between lands the Trust held Title to vs. land that has been preserved through a private Conservation Restriction.