

Convergence

June 8, 2012

Notes prepared by Bridie McGreavy

Tom Sidar opened and introduced the meaning of Convergence as a term, a region with a primary economic asset that draws people and places together. Provided examples of areas that converge around a particular economic asset. We have the cleanest watershed on the East Coast of the United States, vast relatively unfragmented wildlife corridors, and coastline of Maine. Wild, clean and attractive natural environment.

Provided brief history of the sites where Convergence discussions have occurred. Collaboration between organizations is the norm and is the purpose of the discussion today.

Barbara Arter introduced the DownEast Research and Education Network—encourage and promote collaboration and communication opportunities between land trust, natural resource managers, educators, municipalities to foster dialogue. Do annual conference every year—encouraged people to visit the website and offered the site as a place where organizations can post information, and newsletter that provides links and updates and another place to share information in the collective process of conservation in DownEast Maine.

Goal to pull together research databases to catalogue research in the region.

Set the agenda for the day.

Listserves reminder and access that through the website.

Darren Collins, President of COA, gave plug for COA and reflected on past in field of conservation at World Wildlife Fund. Way COA does its work has a lot to say for the future of DownEast.

Provided 3 cautionary tales from WWF:

- Question of scale: how imagine what conservation means at that scale? How affect change in predictive pattern in complexity? Funding and rise of local capacities has fueled the push to become big. Idea of “Saving the Amazon” may seem more relevant for across scale interest. In contexts where there are dense local conservation networks, broader conservation organizations can get a foothold. Lasting conservation successes have occurred at relatively small scales.
- Planning: Avoid lab-coat style conservation science. Plan less and do more. Run away when the discussion involves goals, targets, etc. Better off going forward to fix mistakes and move ahead rather than trying to plan way out of a problem.
- Avoid monolithic science approaches be wary of pseudo-science; systems-based paranoia. Science can tell us a lot at small scales to answer specific questions and should involve local people in data collection and analysis.

Implementers/Conservation Experts versus the Communicators/Fundraisers—COA breaks down this cycle, degree in Human Ecology provides integrated experience. Learning happens by doing and focuses on real world problem solving. This is a transdisciplinary problem solving program that places equal value across disciplines and ways of knowing.

Note: Key findings reported for all presentations. See slide shows on DEREN website for more detailed data.

Key note speaker: **Jessica Sargent, Director of Conservation Economics** at the Trust for Public Land

Sargent is author of “Return on Investment on Land for Maine’s Future: Implications for DownEast Region” link between conservation and jobs.

Why did TPL hire an economist to help create funding for land conservation? Response to the argument that we can’t afford land conservation. TPL response is that we can’t afford *not* to do land conservation.

What is the return on the public investment?

\$4-\$10 national average for every dollar invested. Maine has the highest return on investment in the country: 11:1 ratio.

Conservation Almanac provides data on local level conservation lands across the country. Land for Maine’s Future is leveraging a lot of funding to reduce the cost per acre.

Maine has fantastic conservation lands data through the State Planning Office. Key for cost benefit analysis: location, how much cost and the type of land cover.

Public benefits: Drinking water protection; commercial fishing; tourism and outdoor recreation; forest products;

Impact: Shared results directly with legislative leaders in both parties, released to public, media coverage. LMF bond slated for November ballot.

Implications: Did not break down by region due to the need for a “quilt” of conservation that does not prioritize one land cover type over another.

Q & A

Metrics for cultural and psychological dimensions? TPL did not look at these but mentioned the use of Willingness to Pay or contingent valuation. Emphasized the link between the cost of health care and trails and public access to land.

How balance place-based value with literature-based values? Start with gray lit and journal articles and where information gaps exist they partner with local institutions.

Acquisitions—what is the breakdown between fee and conservation acquisitions? Need to find the breakdown between fee and conservation acquisition.

How much smarter have we gotten since the West Branch acquisition—criticism that we were paying too much and paying landowners to do what they would do anyway? Have we learned from our mistakes?

What about future value and services? Bring values to today’s values, use 5% as the value today for tomorrow and they do not use future scenarios for scoping potential economic changes.

How use the data for county-level planning in the region? Provided examples where the state-scale findings have been downscaled.

Similar reports available online? Yes, provided a comprehensive list of states. Go to TPL website or the DEREN network.

David Vail, Bowdoin College, Maine Center for Economic Policy, Maine Woods Consortium.

Role of tourism and conservation in economic revitalization.

Referred to the tourism expertise in the room, including Natalie Springuel and Stephanie Clement who produced a tourism report.

Conclusions at Maine Center for Economic Policy: looked at pervasive economic stress in Maine.

Lead sector qualities: critical mass (11% jobs and 9% Gross State Product) and second only to health care; source of export revenues; impact on community vitality; potential for growth (supply and demand).

Shared data associated with “Quality Centered Tourism Strategy” developed by the Maine Woods Consortium.

Experiential tourists—travelers who seek out destinations who want the whole package combined with high quality cultural experiences. “Quality experiences in quality places.”

Four realities for Maine tourism: decline in traditional recreation; Maine woods quality problem, overnight leisure visitors lower rate of recommendation for interior regions; general Maine tourism quality problem for past visitors and in particular for prospective visitors; low spending on recreation activities relative to dining, lodging, gas and shopping.

Provided summary recommendations for Washington County Tourism Strategy—key informant interviews perceived growth potential in experiential tourism, wildlife watching, canoeing and kayaking were the top three. Survey confirmed experiential tourism as top; emphasized the need for consistent and thoughtful planning.

Investment Priorities: conservation issues like green infrastructure and access low on list because respondents said existing investments excellent; transportation infrastructure is top on list for improved investment followed by cultural developments.

Conclusions: Target funds strategically, invest in money-making outdoor rec, blend experiential packages, continue branding/marketing on natural assets and nature-based experiences.

Q & A

Is it possible to look at amount of land conservation and making connection directly with tourism, types of lands outside the park?

Yes, possible if resources committed but no one has asked this particular question and matched with resources.

Davis Taylor, College of the Atlantic, Reflections of Rural Maine: Economic, Social and Demographic Trends in the Upper Union River Watershed

Who Cares? Conservation must connect to local people. Rural Maine=rapid changes and changes affect attitudes toward conservation.

Study details: conducted with Union River Watershed Coalition, used census to establish economic, social and demographic baseline for 2000 and ground-truthing in 2006; focused on upper watershed and social capital formation; conducted a follow-up with 2010 data.

UURW=Upper Union River Watershed.

Stories in the data: differentiate upper watershed from rest of Hancock County and Maine; highlights some typical social trends in Maine

Social capital: connections among individuals—comprised of social networks and the norms of reciprocity and trustworthiness; key ingredient for local economic development; link to conservation and rivers—local efforts benefit from high levels of social capital.

River conservation in particular may promote social capital: bonding--groups sense of identity and common purpose; bridging—ability to reach outside a given group and rivers are natural connectors; linking—world cares about rivers, bring resources outside into the group.

Shared demographic data from the 2002 Census and provided comparative from UURW towns to Maine and Hancock County: in UURW heterogeneous population; employment dependent on construction and ag/forest/fish; lower rate of occupancy; higher levels of poverty in general and with elderly.

Compare with 2010 Census: rapid population growth in UURW, approximately 17% driven by amenity values, commuting and existing population size; increase in median age by 7 years; 70% growth in elderly population; smaller decline in loss of households with children; huge housing boom and not much in vacation units.

Conclusions: upper part of UURW is growing while rural America generally faces out-migration; based largely on commuter economy; activities may clash with “preservationist” forms of conservation; aging population may open the door for amenity-based growth like health care; population growth may help or hinder social capital growth.

Q & A

Question about correlation between decline in houses with children and rise in elderly population.

Yes, data are there and available for others to review

How take the kinds of growth issues and apply to a place and say what’s good growth and when does it start to erode the quality of place.

Literature on gateway communities and rural economies, need to look at it at a place by place basis; comes down to design through zoning; if a town can be smart about planning and steward

natural places to cluster development; tricky terrain and needs to be done on a place by place basis.

Comment about a place based observation of children in the upper watershed and development in the area; trivial concern about over population in this part of the watershed; suggested natural resource map guide like the Ice Age trail that includes bird watching, fishing, snowmobiling, etc.

Kevin Athearn, University of Maine, Machias, Economic Losses from Pollution Closure of Clam Harvesting Areas in Machias Bay

Started with value of conservation: how talk at the level of community or region? Economic indicators, but disconnect between economic indicators and levels of happiness; community/sustainability indicators

Economic perspective—view environment as an asset of natural capital—improvements in quality and quantity of natural capital enhance the potential flow of benefits over time.

Focus on Machiasport commercial fish industry, in particular the clamming

Clamming is valuable as a source of income for local communities and part of culture/way of life.

400-500 to 200-300 people in Washington County who earn a living from digging soft shell clams, \$4 million dollars in income in Washington County. Clamming income supports local economy.

Close to 100% of landings sold outside the county, limited number of sales to households and restaurants which injects money into local economy.

Local economy generates waste, show photo of wastewater treatment facility, map of facility proximity to Machias River and wastewater bypass pipe where enters the water untreated. Wastewater overflows results in clam flat closures.

Showed DMR map of permanent, conditional and temporary closures.

Collaborated with Tora Johnson (GIS director at UMM) and Brian Beal

Showed GIS map of intertidal flats that have been closed since 2001, conditional and temporary closures.

Since 2002, flat closures have increased, pounds harvested per year decline.

Study objectives: 1) test for relationship between pollution closures and monthly clam sales; 2) estimate magnitude of lost clam sales attributed to pollution closures; 3) estimate local economic impact (loss) from pollution closures.

Started with GIS mapping of intertidal areas.

Interviewed 11 clam diggers and 2 clam dealers, focused on factors that affect their harvesting effort, factors believed to affect landings, expenditures related to clamming; where local clams are sold; and how closures affect them

Shared statistical model—6 variables show statistical significant relationship to the monthly clam landings (dependent variable): price of clams average open acres, 2002 Truck buyer dummy, WC other seafood landings, number of daylight tides, average daily mean temperature.

Lost clam sales from closures: 2.3 million pounds, lost value to diggers of \$3.2 million dollars; direct impact to Washington County: \$5.13 million in total lost output (combined direct and indirect)

Upgrades to wastewater plant results in increase in supply of clams to New England; improved local and regional economy

Q & A

Question about the upgrade—details and was it effective?

Town manager in Machias, original bid was \$2 million higher than the town resources, forced redesign which prolonged the implementation.

How know that the closures are coming from the wastewater plant and not leaky septic?

DMR conducts studies within the watershed about sources and linked contamination with the treatment plant.

In East Machias River there are 11 overboard discharge locations and there are a bunch of places that the town is trying to clean up that never got to the treatment plant.

DMR will not ever open a clam flat that is associated with overboard discharge—only way to open is if the overboard discharge gets fixed.

Provided example from City of Ellsworth, from Surry, case where wastewater treatment plant dumps into Union River and flows into Surry, Ellsworth went to Department of Agriculture and got \$4 million to build new facility. Since 2004, parts of Union River Bay closed to clamming. Different story because the upstream-downstream cross town boundary issue.

Clam flat closure—does it lead to a higher than normal harvest once flats are open again? How would a lag structure in the model might result in a different net loss to account for changing resource due to closures.

Discussions with Brian Beal and harvesters makes Kevin feels that there is not a net gain in the economics following closures.

Long-term closures may get overstocked with small clams and takes years to harvest out so allow clams space to grow—found that around Deer Isle.

Shared a story of an example of a clam flat that had been closed and then opened again. DEP enforcement person out looking for pipes. When clam flats are closed clammers may find other source of income. Buying price for clams was low compared with southern Maine, have to address transportation costs.

Break for lunch

Rob Lillieholm, University of Maine, Alternative Futures Modeling: Understanding the Past...Envisioning the Future with Chris Cronan, Dave Owen, Michelle Johnson, Spencer Meyer

What is Alt. Futures Modeling? Spatially explicit models that depict future landscapes under scenarios of change, including socio-demographic, economic and biophysical to anticipate decision making outcomes

Study area in the lower Penobscot River watershed; shared the historical perspective from Wildlands and Woodlands Report from 2010, increase in forest cover with an increase in population for a time but trend has shifted to a decline in forest cover.

Showed map of change in land ownership from industrial forest ownership to different types of financial institutions such as real estate development trusts.

Substantial increase in landownership by land trusts with different definitions of conserved land (working forests, Reserves, etc.)

Shared study where they categorized or ranked the types of lands that should be conservation priorities. Strategic approach to land conservation.

Alternative Futures Modeling—interdisciplinary research, stakeholder engagement (do research that involves stakeholders), knowledge-to-action.

Objectives: stakeholder derived models of land suitability for development, forestry, agriculture and conservation; identify trade-offs and opportunities between competing and complementary land uses.

Described stakeholder engagement process and modeling process using Bayesian networks (expert opinion networks).

Showed output of the model for conservation lands: three nodes that influence suitability for conservation, including ecosystem services, biodiversity, and recreation.

Overlay areas to identify potential areas for conflict.

Opportunities: how come we don't see more cooperation between foresters and environmental community? Identified areas that are highly suitable for conservation and forestry sectors.

Not anti-development—shows areas highly suitable for development, but also do not have high conservation, forest or agricultural land development concentrated around areas with existing infrastructure.

Provided example of mining and clear cut on the Penobscot River in Orrington just south of an area that is receiving \$60 million in restoration funds.

Next steps: Taking the suitabilities and project over time under certain scenarios; Knowledge to Action research—"people like maps"; expand region to Portland/Casco Bay; focus on development and impaired streams to prevent the triggering of ecological and regulatory thresholds.

Implications:

Maps provide a common visual reference for decision making
Allows stakeholders to assess current conditions and trends
Generate a range of alternative future scenarios.
Anticipate conflict and opportunities
Explore issues at multiple scales.

“All models are wrong but what we hope for is to come up with some models that are useful.”
“The best way to predict the future is to create it.”

Q & A

Question about data manipulation from developers and what they might do with this information.

Developers like this because they need information to make decisions that will help them save money in future. Developers like certainty.

One person on Ag. Focus group saw investors come in from NY come in looking for prime agriculture soils. Multiple uses, more information is better than less.

Work with land trust in Penobscot River watershed, want access to the information from the study.

Will have this available online, Center for Research on Sustainable Forests.

To do: Rob send publications to Barbara

Who are the stakeholders and how selected?

Reason for BBN as a method allows use of expert knowledge; have to figure out who the experts are; picking people known at State and higher level. In southern Maine had difficulty getting development representation from northern part of focus area. Careful and put thought into who comes to the table.

Question about a circumstance where prediction becomes enforcing the model.

Want to be able to provide information and work with local groups, provide a tool that anybody can use. Don't want to be the gatekeepers for this process or information.

If I just had four hours and I just pulled people in from Lower Penobscot, I would get the same results. What are the extra things that this kind of work gets you that a rapid assessment would not?

Things that surprised us:

The areas that are highly suitable for development that are not suitable for other uses.

Commonality/overlap between conservation and working forests.

How limited agricultural lands are—need to be much more active in agricultural land conservation, also biggest target for development because they are clear and ready for development.

Want towns to integrate this method in town-based conservation plans.

Panelists: Land conservation impacts and traditions for municipal budgets

Bill Matlock, selectmen in Surry, described social and ecological context in the town, has school, volunteer fire department, typical coastal small town

Dave Ledew, Property Tax Division for Maine Revenue Service in Augusta, 3 major programs for tax exemption: Farmland, Open space, Tree growth (11 million acres—one of biggest conservation programs in the State)

Betsy Fitzgerald, Town Manager in Machias, 40% tax exempt; County manager in Washington County, have a lot of land that is in conservation, large area, substantial portion as unorganized territory

Tom Bouturica, Downeast Coastal Conservancy, formed through merger with Great Auk and Quoddy Land Trust, focus on conservation planning, working with various stakeholders, brings a younger perspective with having kids in school

Bill Day, Chairmen of the Board of Selectmen in Lubec, member of Washington County Development Authority; come from town with high percentage of tax exempt land, speak for Board when say they are opposed to conservation that removes property from the tax roll and puts the burden on individuals struggling in poor communities.

Tom introduced scenario: a 200-acre property donated to local land trust assessed at \$5,000 in property taxes.

Starts with sharing land trust perspective, noted that there have been cases where the land trust has declined donations of land:

2 different scenarios:

1) Trade land—take this land and resell it and use the money for organizational purposes. Under that scenario, we continue to pay the tax.

2) If land gift—volunteer lands committee that evaluates the land value for conservation and then presents to the Board for approval/rejection; do active or passive management of this land?

Based on plan for that, calculate a stewardship fund, that would include tax payments.

Depending on the project, we engage with towns and citizens at different levels and times, but would sit down with municipal representatives and discuss the land protection goals, educational programming, do basic outreach. Work with towns on grant writing, trail development, etc.; Active listening and dialogue about specific project with municipal officials. Talk with the assessor about the question of taxes; oftentimes make a payment in lieu of taxes depending on the public access goals, continue to work with towns over time.

Question from Barbara: estimate breakdown of properties with respect to taxes.

Tom: Depends on the town, sometimes automatic and sometimes towns prefer the open space tax exemption—50/50 that provide exemption or go to Tree Growth/Open space.

Bill M: \$5,000 in property taxes in Surry would be a substantial portion of the town tax rolls.

Question from Barbara: Would you require them to apply for tax exemption?

Bill M: Yes

Barbara: All comes down to how property is assessed

Bill M: Concerned about loss of tax revenue; have a community where people struggle to pay taxes; selectmen must try to drive revenue where they can; have to look at a property that is going to be taken off the tax rolls and figure out how we can generate economic activity to replace that \$5,000. Little places like Surry are a prime target because we have beautiful shoreline and wealthy, healthy old people who might have the shoreline they would donate.

Bill D.: First thing we would do is get angry (laughter). 1/3 of town is already in tax abated properties, and here someone wants to put more acreage into this pot. Recently gave an elderly lady a poverty abatement and another with cancer granted poverty abatement. There is a lot more behind our grumbling than a flip answer. There are reasons we feel this way. I would hope they would come in and discuss this sensibly with us to come to agreement about payment for what is being taken out of the tax basis. Very aggravating from a town father standpoint to hear that a land trust is buying this property and we do not know about it until it is done. This meeting today, you discussed planning, planning, planning but not hearing about inviting the town to these conversation. These are our communities regardless of what anybody anywhere thinks and we have a right to have a say what happens there, when you take a piece of property in perpetuity, it is gone forever and I may be all for that but I would like to have an opportunity to express that.

Two key things for me:

- 1) takes money out of the taxpayer
- 2) not letting people have say about what transpires there.

If I went somewhere else and brought in out of state money and I am buying up all this land, I do not think I would get away with that. I am not given that choice living in Lubec. People in Lubec are hardworking, they have to be to survive. I had an older man tell me that when the Depression was going on, they did not even know it because this was just the way it was in Lubec.

Need to allow the community to have more say in what happens in the community.

Bill M: Important to remember that this is a teeter-totter—one side is valuation, the other side is mill rate. Everybody in a community pays hard earned money when land is taken off tax roles

Bob DeForrest question: What does this mean in real dollars for people?

Bill M: Depends on town, in Surry we have 1,800 tax bills, \$200,000 average home costs, not a lot of money individually but it adds up.

Betsy: In Machias, we struggled with the fine line between land coming off the tax rolls and the burden to tax payers. When an organization says that we will make a payment in lieu of taxes, eases the angst and the flak they may get when they gas up at the mini-Mart.

Question about the time-scale and frequency of remuneration.

Betsy: expectation is that the payment is every year.

Question about the extent to which the donating landowner should contribute to the stewardship and tax abatement fund.

Tom: work with landowners to determine the long-term costs and that informs the development of the easement.

Dave: Differentiate between organized and unorganized territories in Maine. Legal aspect of taxation—under Maine law, everything is taxable unless there is a specific exemption, in some cases there is not a clear line between taxation and exemption. In some towns, when a land trust accepts a piece of land, the town just accepts it. In other towns, the land trust must file an exemption.

Title 36, Section 652, 1A, Charitable clause

One area that municipal officials question is what is charitable about tying land up from development? Does land trust property rise to the level of charitable and benevolent? Can't say that clearly about land trusts. So a land trust buying a piece of property does not automatically grant exemption, have to apply for it. Use of the land has to rise to the level where the municipality has to believe that the exemption of this land comprises a benefit for all.

Exemption aside, the open space program is the program designed to set aside land from development; two ways of valuing:

- 1) Local assessor determines the value
- 2) (Title 36, Section 1107ish) Percentage reduction statute: recognizes roughly the impact on value when you encumber it with easements; encumbrance value—percentage reduction based on level of protection, initial application (20%); permanent protection (30%); Forever Wild—has to be also be in permanent protection (20%); and Public Access (25%)—can have this one as a stand-alone

Open space is provided for in state law and municipalities are required to follow state law.

State valuation—set the fair market value for each municipality—independent appraisal for each town for important State budget allocations; reduction in State valuation due to loss of land on the tax rolls changes State budget for education. \$5,000 loss from tax rolls typically would result in 7.5 mils worth of revenue lost and a \$3,000 increase in education funding to municipality.

Provided example of Aldemere Farms in Rockport—going to open space and working with local assessor. Mil rate for the town at the time was 10 mils and a million dollar reduction resulted in \$10,000 shift in property taxes to everyone in town. The town was losing \$10,000 in tax from

parcel but would be receiving \$5,000 in education funding from the state. Because Rockport lost the million in value, Camden's local cost in education when up \$4,500 dollars. These are some of the things to consider when you look at open space—what is the true cost and true benefit?

Bill M.: Need to look at the individual community to see what the actual situation is. In Surry, have very few students, total reimbursement from State is less than \$40,000.

Question: What would the final proposal to the town have been for \$5,000 removal from tax rolls?

Tom: Depends on what kind of use we were planning. We would look at which class would be appropriate for the intended use \$2,500 if permanently protected and no public access.

What happens to the properties around the protected areas?

Dave: Would be an important study.

Bill M.: Good point, as view of Cadillac enhances my property but not a dollar for dollar replacement.

Lots of economic research on the values of conservation for property values. Is there a way to capture this in assessments? To what extent does the circuit breaker provision in property tax, low income, elderly, is there a 5% cap on property tax increases for low income and elderly?

Question: What if the land that was going in conservation was already in open space, tree growth or farmland?

Dave: State circuit breaker is based on income. Economic benefit of conservation, we have a number of municipalities with high acreage in tree growth and they say no benefit, and then other places where tree growth may have a positive impact. Parcel to parcel.

Question: Land rich and income poor—to what extent are they protected from the increase in the mil rate by the circuit break.

Dave: Initially, everyone is expected to be assessed without consideration for income. Then circuit breaker consideration comes in.

Circuit breaker still does not mitigate the loss of tax rolls.

Comment from audience: Circuit breaker comment was a response to the specific comment on the panel about the hardship to the elderly.

Bill D.: The circuit breaker in this case did not apply and was a decision of the board. There are people living on the edge and so while it may not seem like much, if I have to raise someone's taxes \$100 that is on top of other rising costs. Just one little tidbit but it all adds up.

Question: Work with land trust in Hancock County—chose to keep a property in Tree Growth in Orland, paying close to \$10,000 in taxes, not easy for small land trust. Recently had to pay a previously unknown tax burden, commercial forestry excise tax. Much bigger issue than the land trusts and the towns can solve.

Dave: Commercial forestry excise tax—had to do a parcel by parcel tree growth review to see who might need to pay the tax who was not. If in tree growth and have more than 500 acres they have to pay the forestry excise tax.

Tree growth reimbursement: reimburse 90% of tax lost to municipalities, based on these criteria and takes into account education costs. Last year sent out \$8.6 million dollars in tree growth reimbursement to municipalities but does not balance the actual tax that is passed on the residents

Question: Property owner perspective, a lot of second home owners who contribute to the tax base—what percentage of tax base is coming from non-residents? In my situation, I have second home because of the quality of place based on the conservation land in that town.

Bill M.: Give a guess—population in Surry, property tax is 50/50 year round and second home owners not quite a doubling of population.

Bob DeForrest.: Maine Land Trust Network—73% use more than one approach for how they deal with conserved lands; 58% request tax exemption status and take off tax rolls; 46% use method of tree growth, open space, etc.; 31% request tax exemption but make a payment; 27% make full payment of taxes on all their properties; 13 % request tax exemption and make donation to the town

One minute updates:

Barbara: Dam removal on Penobscot, Monday 9 am in Old Town, Great Works Dam—first dam removal in eastern U.S. in a very long time.

Needs assessment in Blue Hill Bay

Natalie: DownEast Fisheries Trail, going through revival and expansion, 45 sites from Penobscot Bay to the Canadian Border, lots of different kinds of ecological, cultural and organizational sites. Celebrates fisheries heritage. June 21st, 11 am, Cobscook Bay State Park is the ribbon cutting ceremony.

Doug Welch, Maine Island Trail Association, water trail organization; commissioned a study looking at travel cost modeling of people who visit the trail, how to quantify the economic impact of their visitation through a survey instrument, copy of the study is available—e-mail him, address on contact list. Nutshell: robust economic impact but impact does not extend far enough DownEast. Available on DEREN website as well.

Robin: Rockweed Coalition accepted to U.S. and international film festivals, most of footage shot in Cobscook Bay. Have another grant to do a similar film, put high def. cameras in hands of

7th and 8th graders to talk to their town elders—all around the issue of value of habitat and traditional fisheries. RockweedCoalition.org. Film available on this website

Tora Johnson: Director of GIS lab at UMM, digitized tax maps in Washington and Hancock counties, done now for virtually all of counties, also have valuation tables for their parcels. Create a website for that data—e-mail tjohnson@maine.edu will send link and is also on the Hancock County Planning Commission.

UMM has residential Machias Environmental Summer Session, still have some spaces available and thanks to donors have scholars available as well. Theme is marine mammals, whale watch trip, etc. Machias.edu has link for camps on front page. Spread the word.

Kehbin Grier, Beehive Design Collective, helped to found the all-volunteer group best known for international graphics campaigns to use storytelling and visuals to connect ecological and social issues. Fundraise to pay historic property taxes on our historic buildings. In honor of Machias' 250th birthday in June 2013 the Collective will launch the Machias Historical Memory Mural—quilting image together with community, Mona Caron, directing the project, see flyer.

Machias version will begin with Machias River at Mad River Falls—all images will connect economies and ecosystems by depicting characters as flora and fauna. Invite collaboration with this effort and the image based materials with local materials.

Tom: Community committee, wide group of stakeholders involved with TwoRiversCampaign.org. Goal is revitalization, more information on the website.

Nancy Bell, The Conservation Fund purchased 12,000 acres last December working with towns of Orient and East Grand Lake area, combination of Town of Orient wanted 6,000 acres of land in conservation, to protect deer yards and wetland high value habitats, working with them, pay taxes on their lands, very fortunate to rank this year with Forest Legacy Application for funding with the Orient lands. Appreciates open, candid conversation East Grand Watershed Initiative.

Mike Little with Island heritage Trust on Deer Isle—working with citizens group on the island to start an island long trail; also working to secure access to the shore for the clambers; 25th Anniversary as an organization

Yvonne Davis, Education coordinator for Schoodic Education and Research Center (SERC), brand new lab facility, run two programs in the summer time—Advanced Placement program for teachers who teach AP courses, 53 teachers enrolled starting in the middle of July, Second year of Acadian Internship—brings people from all over the world to foster conservation leadership.

Norman Famous, Roque Island Gardener Homestead Organization, have a small grant program can be used as seed money or used to complement other types of work. George Herrick is the contact there.

Dwayne Shaw, DownEast Salmon Federation, Center in East Machias—a lot of investment in an old structure in the downtown, just developed a smokehouse, want to work with students to carry on the tradition connected to the alewives and fishery there.

Concluding Remarks

Chris Peterson, COA, Biologist

1) What a dollar really means: when I look at fisheries, interesting to see how people define success and what people value. Four definitions of dollars: Bill's tax dollar in local coffer; Dave's dollars that talks about how Bill's dollars are balanced, matched or negotiated; Kevin's clam dollars; Jessica's dollars—like the GDP; Bill not interested in Jessica's dollars. If I am going to go talk to someone about money, need to be sure I can talk in their language.

Scale is really important when we are talking about money. Both Bills talked about caring about what happened in their towns.

2) How to bring in outside community members. When we try to have a meeting that talks about early stages of decision making, it is really easy to get the NGO's to show up but it is hard to get the decision makers involved—fishermen, municipal officials and others.

How do we solve the problem of getting them to the table?

3) There is value in conservation, in protecting places and it doesn't just mean beauty but also agriculture and other land uses. Costs going into a town—have to be careful about how you use that capital within that community. What's worth preserving, why important? Need to develop that conversation with communities and if you can't do that, you have to come into that room with a really good argument about the value of conserving the land.

Davis Taylor, COA, Economist

Metaphor and expression:

Teeter-totter—the reason why we have high water quality and wildlife corridors is because there are no people there. But there are communities that want more people and growth.

Darren and DEREN: reactions to Darren's comments about planning—I plan and I plan and I plan. The way I would balance is to think about awareness. Today's activities bring out an awareness that there is a middle ground between over-planning and laissez-faire. Need to be aware of the challenges and opportunities, possibilities for collaboration. Take these little sparkles of energy that are beginning to light up all around the region—great for conservation and have other opportunities for economic development.

DEREN is an opportunity to bring people together, strengthen the network and make things happen.

Barbara: Hope to conduct an economic study similar to TPL but on the scale of the DownEast region. Playing the role of the weaver, the facilitator, the connector for these distributed efforts, *collaborative capacity builder*.

Nancy: Go to them and bring food.

Tom Sidar: Thanks Barbara Arter, presenters and panelists for their unique insights. Speaking from our hearts and us hearing them, put common interests on the time and find a way to go forward.