



LAND CONSERVATION

Big Beef Creek | Orca, eagles, and humans depend on Hood Canal for salmon. Forterra helped purchase 300 acres in 2019, ensuring that the Big Beef Creek forest and watershed remain intact and realize their full potential for salmon recovery.

Your land is important to you and your community.

As a landowner, you know the value of your land to you and your community—a source of income and investment, a family legacy, clean air and water, carbon sequestration, our regional economy, food, timber, wildlife habitat, ancestral lands and sheer scenic beauty.

Every minute in the United States, suburban sprawl overtakes four acres of productive farm, forest and open lands. Here in the Pacific Northwest, it doesn't have to be that way. Forterra provides landowners a suite of opportunities to conserve their land. Whether your property is composed of important waterways and shoreline, working farm or forest land, or urban, rural, or wild landscapes and habitat, Forterra employs creative and innovative tools tailored to your land and goals.

Forterra has facilitated more than 465 conservation transactions since inception with individual landowners, families, farmers, timber companies, developers and entities of all types. We do this by bringing an unparalleled expertise and track record in aligning public and private partners towards voluntary conservation solutions. We believe in Land for Good.

A BRIEF OVERVIEW OF CONSERVATION OPTIONS

Conservation Easements

One of the strongest roles we play in conservation is helping landowners protect their property with conservation easements. Landowners retain ownership and the ability to donate or to sell to future heirs or buyers, while restricting uses in a voluntary but legally binding agreement that runs with the land in perpetuity. These easements transfer or extinguish all development rights, or may retain small building envelopes. Easements can

protect working farm, ranch, or forest lands, prioritize habitat protection for salmon and other wildlife, or provide scenic, cultural and recreational values. It is an incredibly versatile tool. Forterra staff monitors more than 100 easement properties each year to ensure your original intentions are upheld and the conservation values of the easement are protected forever.

Forterra as a Long-term Owner

Forterra holds and conserves more than 10,000 acres of land across the region. As a nonprofit dedicated to enhancing our most precious resources, we are passionate about land conservation. As a landowner, your circumstances and goals may require you to sell or donate your land. Forterra is well suited to manage the land's unique natural assets over the long-term and will work directly with you to complete a transaction.

Forterra as a Critical Facilitator or Temporary Holder

Our conservation team works closely with public land agencies, Tribes of Washington, towns and other nonprofit organizations for their conservation goals when these meet our standards. We leverage our land expertise and operational resources to facilitate and broker complex transactions. If your timeline and funding sources do not line up, Forterra can employ a wide range of innovative financing and funding mechanisms to act quickly to acquire and hold land for a greater good. Forterra then transfers properties at a later date when our partners and funding sources are ready.

Forterra as a Partner with the Tribes of Washington

For those landowners wishing to contribute their lands back to the stewardship of the Tribes of Washington, we work with multiple Tribes on conservation. Donations to registered Tribes may have similar tax benefits as donations to nonprofit organizations.



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Matlock Farm | Forterra worked with Pierce County to stave off development of one of the largest farms in the county through a conservation easement. Through this transaction, 116 acres of the Matlock Farm will be farmed and provide food for our region in perpetuity.

FUNDING EASEMENT AND LAND ACQUISITIONS

Easements and properties can be donated or purchased at fair market value with public and private funding. For purchases, Forterra works with you and any funding agencies to contract a qualified third-party appraiser to determine the easement or property's economic value. See the section on donations to understand how donating may benefit you.

DONATIONS AND TAX BENEFITS

For all of the tools described above, landowners can seek applicable tax-deductible donations when donating easements or land. Landowners can also consider a bargain sale, donating a portion of the property's fair market value. These partial-land donations can even meet matching requirements for public funding sources, making them powerful tools for both conservation and potential tax benefits. Any and all easement and land donations or bargain sales require landowners to secure their own qualified appraisal that meets IRS requirements.

This information is provided as a general overview. Forterra is not providing legal or tax advice. Interested landowners should always seek qualified legal counsel when entering into transactions and considering tax-deductible donations. The process of completing conservation transactions and securing funds is rarely quick and can take a year or more to complete. Our region and the demand to conserve critical lands are extensive – even if your property and circumstances do not align in scale or funding sources, we can direct you to partner programs that may be a good fit.

STEWARDSHIP AND CONSERVATION CONTRIBUTIONS

How are lands maintained? When Forterra commits to holding easements or lands in perpetuity, we also request a contribution towards Forterra's Longterm Stewardship Fund to preserve that legacy. This funding is necessary — whether the land be sold or gifted — with the amount determined by the type of project and its long-term management requirements.

How are projects funded? Easement and land transactions require a significant commitment of time and resources. When Forterra makes a purchase or easement transaction, we request a Conservation Contribution – a cash donation often equivalent to a percentage of the purchase price, upon successful completion of the transaction.

As a 501(c)(3) nonprofit conservation and community organization dedicated to preserving land for future generations, these Stewardship and Conservation Contributions allow Forterra to continue this work. We provide an invaluable service to landowners and can make even the most challenging transaction possible.

Forterra is an unconventional land trust that works across Washington's landscapes. We drive land-based solutions in Washington that support a healthy environment and resilient communities for all. As landowners, we hope you can join us. To learn more and see if your property is a good fit, contact info@forterra.org with Conservation Inquiry in the subject line.

“The act of land conservation is the seed for humanity at its best. It is Land for Good.”

—Michelle Connor, Forterra President and CEO