

Section II

Conservation & Recreation Land



Overview

The Land for Maine's Future Board has established a process for the public to nominate lands for acquisition in a broad category called **Conservation and Recreation Lands**. Most proposals will fall under this section.

Conservation and Recreation proposals include Projects of Statewide Significance and Community Conservation Projects (this replaces the Statewide, Regional, and Local categories in previous rounds). Applicants should select which category to apply in based on the criteria below:

Projects of Statewide Significance include lands with one or more resources that are rare and/or exceptional in Maine based on published report(s), database(s), or credible testimony and/or the recreational activity associated with the parcel will frequently and routinely attract users to travel to the land from across the state or even from out-of-state to the parcel.

Community Conservation Projects are projects of local or regional significance that promote one or more of the following: public outdoor recreational access to land and waters, including for underserved populations; public health; connection between conserved lands and population centers; local or regional agriculture; conservation of cultural and historical resources on undeveloped lands; protection of lakes, rivers or streams; conservation of fish or wildlife habitat; protection of public drinking water supplies; conservation of community forests; local economic development; opportunities for environmental learning; nonmotorized transportation options; or other priorities as determined by the board.

Note that neither category has any advantage in scoring; applicants should select the category that is most applicable based on the characteristics of the project.

There is a separate expedited process for proposals for projects eligible for the Public Access to Maine Waters Fund. These proposals may be submitted at any time. See Section III for information on the process for this category.

Proposal Process

This section provides you with all the information you need to apply for funds in the Conservation and Recreation Lands category. If you have any questions about your proposal or the Land for Maine's Future process, please call (207) 287-7576 and speak with a member of our staff.

Proposal Requirements for Conservation and Recreation Lands

Proposal Period.

For this workbook, the Board has established two funding rounds: Round A for projects of statewide significance *only* and Round B for projects of Statewide Significance and Community Conservation Projects.

Proposals must be received by the closing date of a proposal period. For a proposal to be complete, it must have a State Agency sponsor (see [List of Contacts/Cooperating Entities](#) for agency contact information). You must contact the appropriate sponsoring agency to discuss your proposal and obtain their sponsorship prior to submitting the proposal. Applicants are encouraged to be in contact with the appropriate sponsoring state agency as soon as possible and no later than November 15, 2021 for Round A and December 6, 2021 for Round B. A copy of the proposal must be sent to the sponsoring agency.

Proposals must be complete with responses to all the numbered subject headings found in the **Format and Instruction Section** and any additional information listed in this section. Incomplete proposals will be returned for additional information and may not be considered further at the Board's discretion.

Project Readiness.

The LMF Board is requesting proposals that meet the following criteria:

- The property is under contract, or will be under contract at the time the LMF Board meets to review proposals;
- For conservation easement projects, the applicant is able to provide a complete conservation easement meeting LMF's requirements;
- The applicant will have match funds secured by the time the LMF Board meets to review proposals. If match funds are not secured at the time of proposal review, the proposal should include a description of fundraising and/or grant application efforts; and
- An appraisal meeting LMF standards is submitted with the proposal or has been ordered and will be completed before the LMF Board meets to review proposals.

Projects not meeting these criteria are eligible to apply, but the proposal should include an explanation of why the proposal would not be more timely in a future round.

All applicants will be contacted and notified of the status of their proposal after final Board decisions. Projects not selected on the basis of readiness may be invited to reapply in a subsequent round.

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Scoring System for Evaluating Conservation and Recreation Land Proposals

The scoring system assigns points according to the relative value of eleven criteria associated with an acquisition proposal. These are:

	Maximum Points
<input checked="" type="checkbox"/> Naturalness of the Land	10 points
<input checked="" type="checkbox"/> Accessibility of the Land for its Intended Use	15 points
<input checked="" type="checkbox"/> Proximity to Other Conservation lands/Effort	10 points
<input checked="" type="checkbox"/> Major Land Asset	30 points
<input checked="" type="checkbox"/> Additional Land Assets	25 points
<input checked="" type="checkbox"/> Community/Economic Benefit	5 points
<input checked="" type="checkbox"/> Project Structure (ownership/easement)	<u>5 points</u>
	100 points

BONUS

<input checked="" type="checkbox"/> Significant Undeveloped Archaeological Sites	5 points
<input checked="" type="checkbox"/> Public Water Supply	5 points
<input checked="" type="checkbox"/> Climate Change Adaptation	5 points
<input checked="" type="checkbox"/> Deer Wintering Area(s)	10 points
<input checked="" type="checkbox"/> Single Exceptional Value	<u>20 points</u>
	45 points

Total Possible Points: 145 points

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The Scoring Criteria

	<u>Points</u>
<u>1. Naturalness of the Land (Maximum Points = 10)</u>	
The land has little or no discernible human impact	10
The land has some site disturbance but the disturbance does not negatively impede/affect the intended uses of the property	7-9
In the case of rail-to-trails projects, the site is significantly disturbed but the disturbance does not negatively impede/affect the intended uses of the property	7-9
The land has been significantly disturbed by human activity and restoration (or time) will be required to return the site to a more natural condition	2-6
The property has extensive site disturbance or improvements which will severely impede the use of the property for its intended purposes, or the site does not have a high probability of being successfully restored	0-1
	SCORE _____
<u>2. Accessibility of the Land for its Intended Use (Maximum Points = 15)</u>	
The property abuts and public access is provided by a public road (municipal, state or US), access to which is not restricted or limited.	13-15
The property is located on all or part of an island, public access to which is by water and there is adequate water depth to land or moor recreational boats, and a public mainland boat launch is identified that provides appropriate boat access.	10-12
The property abuts and will be accessed across adjacent existing conservation land held by the applicant and which is located adjacent to a public way.	8-10
The property abuts and public access is provided by a private road, discontinued road or right-of-way with documented existing public access for all purposes of a public way.	4-7
The property abuts a private road, discontinued road or right-of-way that does not provide access for all purposes of a public way but the Applicant has documented that it has a binding contract to acquire full public access rights to the property from the owners of the lands to be used for access.	1-3
The property abuts a private road, discontinued road or right-of-way that <u>does not</u> provide access for all purposes of a public way.	0
	SCORE _____

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3. Proximity to Other Conservation Lands or Larger Conservation Efforts (Maximum Points = 10)

The project will enhance the connectivity of existing conservation efforts, will address regional conservation needs and has one or more of the following attributes:

- Is identified as part of an adopted strategic conservation plan that addresses regional or statewide conservation needs;
- Is linked to a regional conservation effort to protect open space, recreational opportunities or other natural resource values such as a greenbelt, trail network or river corridor;
- Connects existing conservation lands (state, federal, town, land trust, etc.);
- Is immediately adjacent to existing conservation holdings;
- Is part of a locally adopted comprehensive plan and implementation strategies for the protection of open space, recreation, wildlife habitat and/or rural areas that are consistent with the State’s Growth Management Act;
- Serves as a stopping off point on a recognized route such as an “island trail” or “birding trail” that includes other publicly or privately conserved lands.

The lands include more than 4 of the assets noted above:	8 - 10
The lands include 2-4 of the items noted above:	4 - 7
The lands include at least 1 of the items noted above:	1 – 3
The lands include none of the assets noted above:	0

SCORE _____

***NOTE:** If your project serves as an anchor parcel in an area of the state without existing conservation lands, or increases LMF investments to a part of the state that has had no or minimal investment, please provide a detailed description of how your project will address regional conservation needs and whether the project will serve as a catalyst for additional conservation and recreation opportunities.

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4. Major Land Asset (Maximum Points = 30)

The Major Land Asset combines Significance (15 points) with Need (15 points). First, identify the Major Land Asset represented on the property from the list below. Then, determine the relative significance of the resource or recreational activity as described below. Finally, consider the relative need of the resource or recreational activity based on a deficiency determination (i.e., the excess of demand over supply for the resource or recreational activity in that area).

Major Land Asset & Significance (Maximum Points = 15)

Recreation lands	5	10	15
Water Access Lands	5	10	15
Lands Supporting Vital Ecological Functions and Values	5	10	15
Rare, Threatened, or Endangered Plants, Natural Communities, Wildlife and their habitat	5	10	15
Areas of Scenic Interest and Prime Physical Feature	5	10	15
Open Space	5	10	15

Descriptions of Significance Categories:

Highest Significance of Major Land Asset 15

A project with the highest significance protects a resource that is rare and/or exceptional within a statewide or regional area, as substantiated by published report(s), database(s), or credible testimony, and the project will benefit communities across a large portion of the state and address statewide or regional conservation needs, including public access to recreation, wildlife and habitat conservation and open space.

High Significance of Major Land Asset 10

A project with high significance protects a resource that is rare and/or exceptional within at least a regional area, as substantiated by published report(s), database(s), or credible testimony, and the project will benefit multiple municipalities and address regional conservation needs, including public access to recreation, wildlife and habitat conservation and open space.

Significant Major Land Asset 5

A significant project protects resources that are relatively common (or where data gaps prevent rarity from being documented), and/or the project will primarily benefit only a small number of communities.

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Need Rating (Maximum Points = 15)

The need to protect the major land asset addressed in the proposal and substantiated by published report(s), data base(s), or credible testimony as being of:

Great Need due to the relative rarity, threat, or deficiency of the recreational opportunity offered by the land. 11 - 15

Moderate Need due to the relative availability of the resource, the threat to the resource, or the availability of the recreational opportunity offered by the land. 6 - 10

Minor Need due to the fact that the resource or recreational opportunity offered by the land cannot be considered rare, threatened, or deficient due to an abundance of similar resources. 0 - 5

MAJOR LAND ASSET+ SIGNIFICANCE + NEED SCORE _____

5. Additional Land Assets (Maximum Points = 25)

The proposal must identify the additional land assets represented on the property. You may not include your Major Land Asset in this section. See descriptions of these land assets in [Appendix D](#). Maximum score may not exceed 25 points.

2 points awarded if the land contains an asset that is of minor significance; or the resource, or recreational opportunity of the type offered by the land, because the resource is not considered rare or the recreational opportunity is not considered deficient.

4 points awarded if the land contains an asset that is of moderate significance; or the relative rarity of the resource, or the deficiency of the recreational opportunity of the type offered by the land, is of moderate importance.

6 points awarded if the land contains an asset that is of major significance; or the relative rarity of the resource, or the deficiency of the recreational opportunity of the type offered by the land, is of great importance.

Recreation lands	2	4	6
Water Access Lands	2	4	6
Lands Supporting Vital Ecological Functions and Values	2	4	6
Rare, Threatened, or Endangered Plants, Natural Communities, Wildlife and their habitat	2	4	6
Areas of Scenic Interest and Prime Physical Feature	2	4	6
Open Space	2	4	6
Ecological Preserve	2	4	6
River or Trail System	2	4	6
Island or Undeveloped Coastline	2	4	6
Significant Mountain	2	4	6

SCORE _____

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6. Community and Economic Benefit (Maximum Points = 5)

The Board encourages applicants to explicitly describe potential community and economic benefits of the proposed projects. The board seeks to cultivate and support closer working relationships between land conservation efforts, businesses, and the community and will give added consideration to proposals that supply letters of support from a diverse representation of community members. No form letters please.

Substantial Benefit:

5

The project will have a **substantial** community and economic benefit that will affect a **large number** of individuals. The proposal has documented that the project has or should preserve or increase community and economic benefits and engages a wide range of community partners.

The project is part of a larger community planning effort such as a downtown redevelopment or mixed-use plan, open space, strategic conservation or recreation plan, or comprehensive land use or economic development plan for the region. The proposal describes how the project supports those plans, provides contact information for several community representatives who can provide additional information, and letter(s) of endorsement are included from those responsible for implementation of the plan that discusses how the proposal contributes to the plan's success.

The proposal includes letters of support from community health and recreation organizations, businesses or business and trade organizations, civic and community organizations or local and regional governments that describe how the proposal supports the economy and community.

Moderate Benefit:

3

The project will have a **moderate** community and economic benefit that will affect a **moderate number** of individuals. The proposal has documented that the project has or should preserve or increase community and economic benefits and engages a moderate number of community partners.

The project is part of a larger community planning effort such as a downtown redevelopment or mixed-use plan, open space, strategic conservation or recreation plan, or comprehensive land use or economic development plan for the region. The proposal describes how the project supports those plans, provides contact information for several community representatives who can provide additional information, and letter(s) of endorsement are included from those responsible for implementation of the plan that discusses how the proposal contributes to the plan's success.

The proposal includes letters of support from community health and recreation organizations, businesses or business and trade organizations, civic and

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community organizations or local and regional governments that describe how the proposal supports the economy and community.

Minimal Benefit:

1

The project will have a **very minor** economic benefit that will affect a **small number** of individuals. The proposal has documented that the project provides limited benefit to community and economic activity, to local businesses, and engages a minimal number of community partners.

The proposal includes very few letters of support from community health and recreation organizations, businesses or business and trade organizations, civic and community organizations or local and regional governments that describe how the proposal supports the economy and community.

SCORE _____

7. Project Structure (Maximum Points = 5)

Conservation easement 5

Fee acquisition by qualified organization or State of Maine with municipal letter of support or with municipal matching funds 3

Fee acquisition with no municipal letter or no municipal matching funds 0

SCORE _____

BONUS:

8. Significant Undeveloped Archaeological Site (Maximum Points = 5)

Proposals claiming points for “significant, undeveloped archaeological sites” must have a written endorsement from the Maine Historic Preservation Commission that describes the significance of the archaeological resources on the site. A proposal for which the “Major Land Asset Category” is based primarily on archaeological values must be sponsored by the Commission. 5

9. Public Water Supply (Maximum Points = 5)

Proposed projects that provide a direct benefit to a public water supply may be awarded 5 points if the following criteria are met:

- The protected property is within the direct watershed of a surface water body that is a Community Water System AND a portion of the property is within 2000 feet of the water supply intake;
- Proposal includes a letter of support from the applicable water district; and
- The protection of the property is consistent with and does not conflict with the natural resource conservation and recreation purposes of LMF. In practice this means that the protected land must be available for public recreational use.

5

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10. Climate Change Adaptations (Maximum Points = 5)

Projects that demonstrate a higher than average contribution toward climate resilience will be awarded 5 points. Please provide a narrative description and maps that address the following criteria. Resources that may be useful can be found here:

<https://maps.tnc.org/resilientland/> and by contacting the [Maine Natural Areas Program](#).

- Amount and extent of the property that ranks above average for resilience;
- Extent and type of underrepresented geophysical settings found on the property;
- Role the project plays in facilitating long term movement of plants and animals based on 1) relationship to surrounding landscape as demonstrated through TNC regional flow model or other data, 2) project size, and 3) proximity to protected land;
- Other benefits of the project, such as flood hazard mitigation, marsh migration, blue carbon sequestration, etc

11. Deer Wintering Area (Maximum Points = 10)

A total of 10 bonus points will be awarded to projects that include conservation of deer wintering areas and meet all of the following:

- a. Holder of fee or easement interest will be the Maine Department of Inland Fisheries and Wildlife. (yes/no)
- b. Lands will be managed by the Maine Department of Inland Fisheries and Wildlife as a Wildlife Management Area with deer as the highest management priority (yes/no)
- c. Lands identified as priority deer wintering areas by Maine Department of Inland Fisheries and Wildlife. (yes/no)

LMF may fund other projects protecting deer habitat but only projects meeting the above criteria will be considered for bonus points.

DWA SCORE _____

12. Single Exceptional Value (Points = 20)

If the land proposed for acquisition is documented to demonstrate a single exceptional value that is exceptionally rare and of outstanding significance in a statewide context then it shall be evaluated to determine if it will be awarded 20 points. An award of points in the category will be infrequent. This is an “all or nothing” point score.

The land is documented to demonstrate a single exceptional value recognized as being the best or among the best in the state of its type, and this value is supported by a comprehensive published report(s), data, and credible testimony.

SCORE _____

Proposal Format and Instructions for Conservation & Recreational Land Proposals

All applicants are required to provide maps, visual aids (e.g. photos) and as much supporting information as necessary for the Board to better understand the project and the values it addresses. Digital copies of any maps and photos are required. Carefully read this section to learn what the Board wishes to see in a well-developed proposal. Program staff can make available examples of successful proposals that may provide useful models.

All applicants are required to use the following proposal structure and numbering sequence and to provide complete information. If not applicable, indicate so by placing a N/A.

Submit an electronic PDF and eleven printed copies of your proposal to:

Land for Maine's Future
22 SHS / 18 Elkins Ln. / Harlow Building
Augusta, ME 04333-0022

- 1) **Proposal Summary page**
 - a) **Project Title:** This is the title by which your proposal will be catalogued by Program staff.
 - b) **Proposal Category:** Indicate whether your project is a Community Conservation Project or a Project of Statewide Significance (see description in "[Overview](#)" for guidance)
 - c) **Applicant Name & Contact Information:** Provide the applicant's name, address, email, and phone number of the primary contact person.
 - d) **Location of Project:** Provide the name of the township and county. Include the district number of the senate and house districts where the property is located. For this section, please include 1 map depicting the property and regional context. Additional maps are required in subsequent sections. Include a copy of the recorded deed, including book and page reference of subject property.
 - e) **Size:** Indicate how many acres your project encompasses and identify fee acres vs. easement acres.
 - f) **Status of Title:** Clear title is required prior to closing. Provide a brief status of title and documentation if available.

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g) Funding request: Indicate the amount of your request for LMF funding (See full budget information below).

h) Agency Sponsor & Proposed Ownership: Possible agency sponsors are the Department of Agriculture, Conservation and Forestry, the Department of Inland Fisheries & Wildlife, or the Maine Historic Preservation Commission. Please be sure that you have contacted the agency and it supports your proposal (see "[List of Contacts](#)"). A letter of agreement from the sponsoring agency must be included in the proposal. The letter must state that the sponsoring agency is prepared to hold the real estate interest proposed for protection either directly or via a project agreement.

i) Current landowner(s): Include address, phone number, and e-mail (if available) of the current landowner(s). A letter from the landowner(s) indicating their willingness to be considered in the project must be included in the proposal.

j) Partners: Other entities supporting this project. Include names of individuals, address, phone number, and e-mail address.

k) Date of Proposal: Indicate the date you submitted your proposal.

l) Proposal Budget: Use the form in [Appendix C](#). Note: the Board will not consider a proposal with an incomplete budget.

2) **Summary Project Description**

Include a brief narrative description of the project and its context. Provide the Project's objectives and the benefits. Please discuss the conservation and/or recreational assets that the project seeks to protect and other potential benefits. If there are municipal ordinances that limit or prohibit hunting, trapping or other traditional uses of the property, please note that in the summary description. The summary description should describe whether the proposed acquisition is fee, easement or a combined strategy. Subsequent sections of the proposal provide opportunity for more detailed discussion of specific aspects of the project that correspond to the scoring criteria.

Photographs of the property are required and must be provided in JPEG or TIFF format.

If the project is proposed as a working forest easement, the project description must include a draft of the working forest easement. Refer to the Guidelines for Working Forest Conservation Easements published in July 2002 by LMF and available on the LMF website and from LMF staff (see [Appendix G](#) for a discussion of these easements). The easement will be subject to a separate LMF review.

*NOTE: Applicants should review the previous section on "[Threshold Criteria](#)" and the list of "[Other Board Considerations](#)". Use the summary project description to address any of these criteria that are not part of other sections of the proposal.

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3) Location Information

Project boundaries of all parcels included in the proposal must be delineated on:

Maine Atlas Base Map - showing project location and regional perspective

USGS Topographic Base Map - showing entire boundary of proposed project, legal access and adjacency of other conservation lands.

Aerial Photo - showing project location and boundaries

Other Maps as Appropriate - showing endangered species, significant natural communities soils, outstanding physical features, proposed public access, trails, camping sites, etc., context of the project within a greenbelt plan, trail system, river corridor, comprehensive plan, etc.

Note: Please no maps larger than 11" by 17".

If possible, include a base map in electronic format (e.g. a GIS-compatible "shape" file)

4) Project Readiness

Describe whether your project is ready to proceed rapidly to closing if selected as a finalist, based on the following criteria:

- The property is under contract, or will be under contract at the time the LMF Board meets to review proposals;
- For conservation easement projects, the applicant is able to provide a complete conservation easement meeting LMF's requirements;
- The applicant will have match funds secured by the time the LMF Board meets to review proposals. If match funds are not secured at the time of the proposal, the proposal should include a description of fundraising and/or grant application efforts; and
- An appraisal meeting LMF standards is submitted with the proposal or has been ordered and will be completed before the LMF Board meets to review proposals.

If your project does not meet all of the above criteria, describe the current status of the project and the timeline for completion of these criteria, and explain why your proposal is timely now and/or the harm that would result from waiting to apply in a future round.

5) Naturalness of the Land

Please provide a complete description of the physical and natural features of the proposed property and comment on all evidence of all existing disturbance. Based upon your evidence provided please identify which of the [scoring criteria](#) best represents your project and why.

6) Accessibility of the Land for its Intended Use

Describe the plans for public use of the property and the degree to which access to the proposed property is currently available, is suitable for the intended use, or needs to be developed to accommodate the intended use. Identify which of the [scoring criteria](#) best

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represents access to your property and supplement with specific descriptions and evidence supporting this.

7) **Proximity to Other Public Lands or a Component of Larger Conservation/Recreation Effort**

The narrative for this section should demonstrate how the project will enhance the connectivity of existing conservation efforts and will address regional conservation needs. Describe which of the [scoring criteria](#) are applicable for your project and provide evidence.

*NOTE: If your project serves as an anchor parcel in an area of the state without existing conservation lands, or increases LMF investments to a part of the state that has had no or minimal investment, please provide a detailed description of how your project will address regional conservation needs and whether the project will serve as a catalyst for additional conservation and recreation opportunities.

8) **Major Land Asset**

State which single asset the proposed area has as its primary value and describe why. See the list of eligible types in the [scoring criteria](#) and in [Appendix D](#) for descriptions. Also describe how the property will be managed in order to protect/enhance the Major Land Asset, or in the case of conservation easements proposals, what easement provisions will accomplish this.

9) **Significance**

Using the Major Land Asset you chose above, identify the level of significance of this Major Land Asset using the definitions [provided](#). Be sure that you provide information (reports, database information, credible testimony, etc.) that supports your selection. Be consistent with your Project Category identified in #1(b).

10) **Need Rating**

Using the Major Land Asset you chose above, identify the associated level of need for this Major Land Asset using the definitions [provided](#). This need must be substantiated by a published report(s) data base(s), or credible testimony.

11) **Additional Land Assets**

List every land asset category you feel is reflected in your proposal other than the one you selected as the "Major Land Asset" (as listed in [Appendix D](#)). Please be sure to state clearly the basis for your choice(s) and describe whether each additional land asset is of minor, moderate or major significance as [described](#). As with the Major Land Asset, describe any applicable management activities or easement provisions.

12) **Community and Economic Benefit (Maximum Points = 5)**

The Board encourages applicants to explicitly describe potential community and economic benefits of the proposed projects. The board seeks to cultivate and support closer working relationships between land conservation efforts, businesses, and the community. Your proposal should demonstrate whether your project offers substantial, moderate, or minimal

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community and economic benefit. See descriptions in the [Community and Economic Benefit section](#).

13) **Project Structure**

The Board will be giving preference to easement acquisitions and projects that demonstrate municipal support. Please briefly describe the structure of your project (fee or easement for each parcel acquired with LMF funds), why this is the appropriate mechanism for this project. Please also describe what efforts have been made to partner with the municipality(ies) where your project is located and include a letter of support. For projects in the Unorganized areas of Maine, please describe what efforts have been made to partner with the County and include a letter of support from the County Commissioners.

BONUS:

14) **Significant Undeveloped Archaeological Site**

Proposals claiming points for “significant, undeveloped archaeological sites” must have a written endorsement from the Maine Historic Preservation Commission that describes the significance of the archaeological resources on the site. Please also include a description of the archaeological resources in your proposal.

15) **Public Water Supply**

Using the criteria provided in the [Public Water Supply section](#), describe whether your proposal is a public water supply and how the intended use and management of the property is consistent with the protection of the public water supply. Please remember to include a letter of support from the water district.

16) **Climate Change Adaptations**

Using the criteria provided in the section on [Climate Change Adaptations](#), describe how your proposal supports climate change adaptations.

17) **Deer Wintering Area**

See criteria provided in [Deer Wintering Areas](#). These bonus points are available for DIFW proposals only, other applicants should describe protection of deer wintering areas in their Proposal, as appropriate.

18) **Single Exceptional Value**

If the land proposed for acquisition is documented to demonstrate a single exceptional value and is recognized as being the best or among the best in the state of its type it may be awarded 20 points. Provide citations for the comprehensive published report(s), data base(s), or credible testimony that supports this conclusion.

19) **Estimate of monitoring and management costs**

Every applicant submitting a proposal to acquire property or an interest in property shall provide:

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- A description of the management envisioned for the property for the first 10 years following acquisition. The proposal must provide a description of the anticipated management responsibilities retained by the landowner and those to be assumed by the State and/or the cooperating entity;
- Estimates of the costs to the State and/or the cooperating entity of managing the land for the uses proposed in the proposal; and
- Estimates of the costs associated with monitoring for compliance when an easement is acquired.

20) **Organizational capacity**

Describe the applicant's capacity to undertake the project with a reasonable prospect of bringing it to a successful conclusion. The Board will consider all relevant factors including without limitation: level of debt, fund raising ability, past land conservation activity and transactions, organizational history, scope of conservation vision, and evidence of success in building and sustaining land protection campaigns. Non-profit applicants should submit their most recent financial audit or most recent financial statement that accurately represents the organization's current financial condition. Describe the proposed title or easement holder's ability, experience, and resources to manage the property appropriately.

21) **Names of Individuals Knowledgeable about the Site or your Proposal**

List the names of individuals who can speak to the various values which your proposal will protect. Include a telephone number at which they can be reached.