

2022 CANADIAN  
LAND TRUST  
SUMMIT

SOMMET NATIONAL  
DES ORGANISMES DE  
CONSERVATION 2022

October 24 to 26 | Ottawa | 24 au 26 octobre

## Thanks to our sponsors!

This project was undertaken with the financial support of:  
Ce projet a été réalisé avec l'appui financier de :



Environment and  
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# Funding thru Innovative Sources

2022 Canadian Land Trust Summit

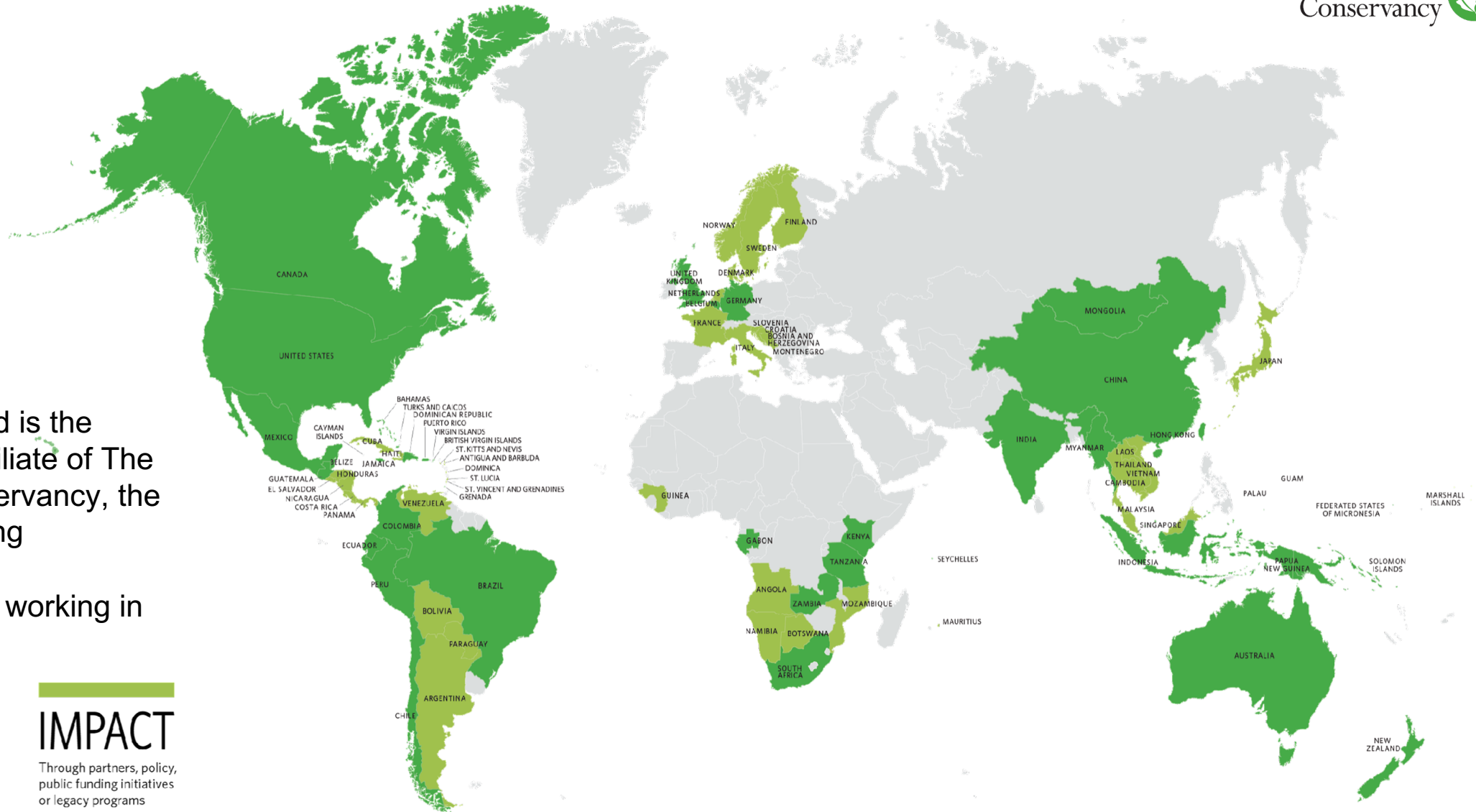
October 26, 2022

**Amanda Reed**

Director of Strategic Partnerships



# Nature United & The Nature Conservancy



Nature United is the Canadian affiliate of The Nature Conservancy, the world's leading conservation organization, working in 79 countries.

  
**OFFICE(S)**

  
**IMPACT**

Through partners, policy, public funding initiatives or legacy programs



# Nature United – Who we are



## Climate Action

Advance Natural Climate Solutions in forests, wetlands, agriculture lands and grasslands to reduce emissions and build resilient communities.



## Protect Land/Water

Use the best science and local knowledge to support sustainable resource management across sectors.



## Indigenous-led Conservation

Support increased authority of Indigenous peoples to steward their lands & waters resulting in effective and durable solutions for people and nature.



# Conservation Funding – the ‘pie’

## Conservation Funding Sources

### Philanthropy

- Individuals
- Foundations

### Government

- Federal
- Provincial/Territorial
- Local

### Private Sector Finance

- Sustainable supply chain
- Natural infrastructure
- Offsets
- Performance payments
- Impact investment

Enabling conditions & Economic drivers  
(policy, regulation, markets)



# Opportunities for Land Trusts

1. **Community conservation – expanding the pie**
1. **Indigenous partnership**
1. **Compatible land-use**
1. **Monetizing Land Trust land/water values**
1. **Regional approaches to revenue generation**

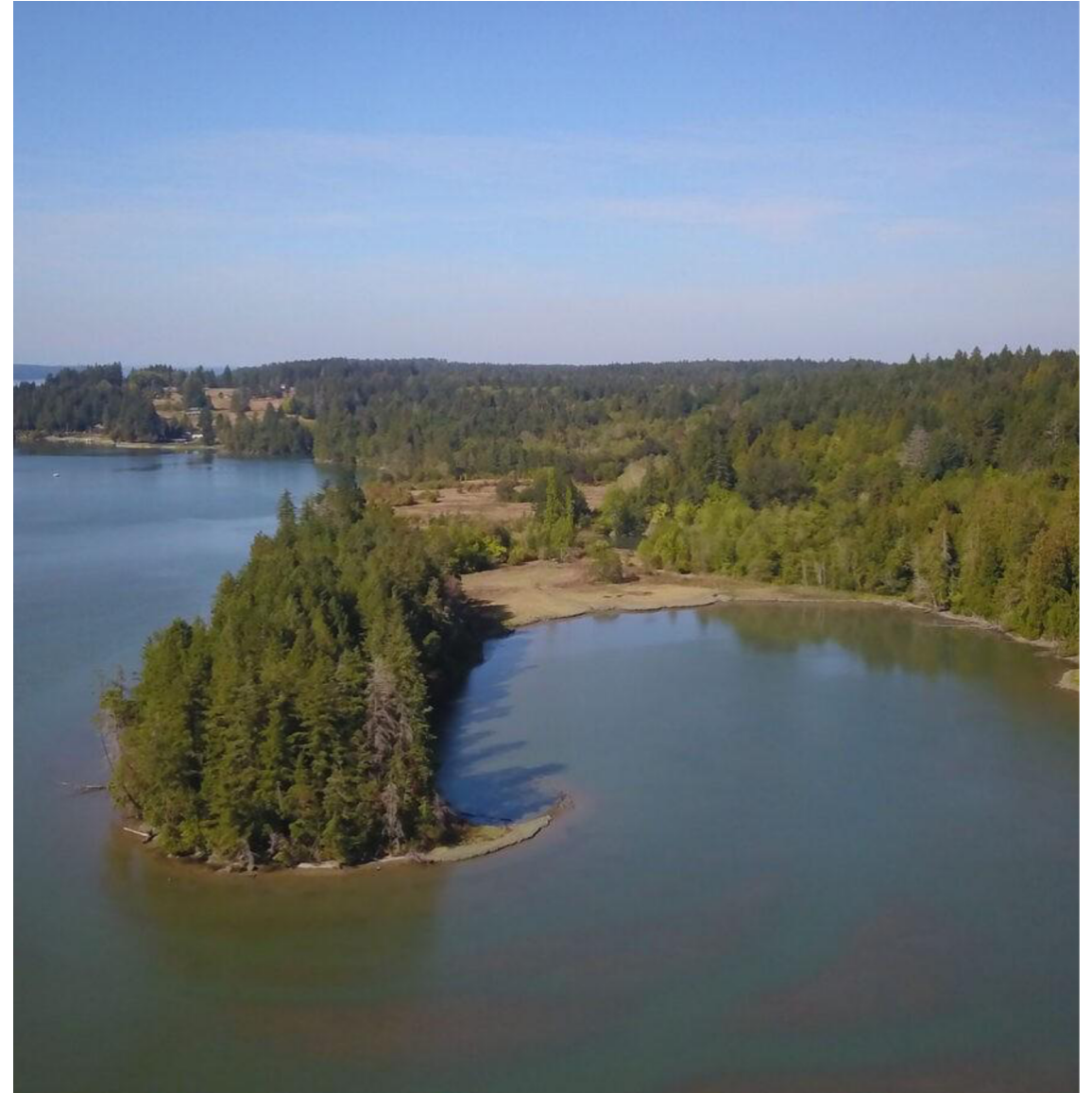


# Community Conservation

*Expanding the pie beyond traditional conservation funding sources.*

## Inspiring Kids Preserve <sup>1</sup>

- 108-acre protection
- Attracted new donors, foundations
- Community involved in design
- New partnerships
- Increased brand awareness





# Indigenous Partnership

## WA Coast Restoration & Resilience Initiative <sup>2</sup>

- Indigenous, NGO, municipal collaboration
- Region's highest priority restoration needs
- Job creation for Indigenous and rural communities
- Sustained cultural traditions
- Increased community resilience
- Funding through state, county, municipal, Indigenous government, federal, and private sources



# Compatible Land-use



## Farming

Long-term leasing of productive land to farmers creates revenue for Land Trust, reduces stewardship costs, and provides debt-free alternative to new farmers. <sup>3</sup>



## Forestry

Community Forest Trust models transition commercial timber forests to community managed forest with the shared goals of habitat improvement, recreation, and timber harvesting. <sup>4</sup>



## Fee for service

Research, events, eco-tourism: are there compatible uses that could generate revenue for your land trust?



# Monetizing Land Trust land & water values

Vehicle	Types	Examples
Offset credits	<ul style="list-style-type: none"> <li>• Voluntary</li> <li>• Regulatory</li> </ul>	<ul style="list-style-type: none"> <li>• Niagara Escarpment Forest Carbon Project <sup>5</sup></li> </ul>
Payment for Ecosystem Services	<ul style="list-style-type: none"> <li>• Watershed regulation</li> <li>• Resiliency</li> <li>• At-risk species protection</li> </ul>	<ul style="list-style-type: none"> <li>• ON species at risk partnership on ag lands <sup>6</sup></li> <li>• Water funds <sup>7</sup></li> </ul>
Natural Assets valuation	<ul style="list-style-type: none"> <li>• Wetlands, lakes, rivers</li> <li>• Fields</li> <li>• Soil</li> <li>• Forests</li> <li>• Parks</li> </ul>	<ul style="list-style-type: none"> <li>• Municipal Natural Assets Initiative <sup>8</sup></li> </ul>

# Regional approaches to revenue generation

## Taxes

- Real estate transfer tax (e.g. Vermont Housing and Conservation Board <sup>9</sup>)
- Tourism tax/tariff (e.g. Destination Toronto Municipal Accommodation Tax <sup>10</sup>)

## Voluntary fee programs

- Tla-o-qui-aht Tribal Parks Allies Ecosystem Service fee <sup>11</sup>
- Partnership with local hospitality groups

## Umbrella certification

- Carbon credit generation (e.g. Family Forest Carbon Program <sup>12</sup>)

## Green/Social Bonds

- Government issuance, proceeds go into conservation and social impact programs (e.g. Canada's Green Bond Program <sup>13</sup>)



# Developing a diversified funding plan





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# Appendix

# Links to Example Projects

1	<a href="https://capitolandtrust.org/conserved-lands/conservation-areas/budd-henderson-inlets/inspiring-kids-preserve/">https://capitolandtrust.org/conserved-lands/conservation-areas/budd-henderson-inlets/inspiring-kids-preserve/</a>
2	<a href="https://www.washingtonnature.org/marine/coastalrestoration/main">https://www.washingtonnature.org/marine/coastalrestoration/main</a>
3	<a href="https://www.communityfarmlandtrust.org/about-us.html">https://www.communityfarmlandtrust.org/about-us.html</a>
4	<a href="https://bccfa.ca/community-forestry/">https://bccfa.ca/community-forestry/</a> <a href="https://www.cheakamuscommunityforest.com/about/">https://www.cheakamuscommunityforest.com/about/</a>
5	<a href="https://www.carbonzero.ca/project/niagara-escarpment-forest-carbon-project-nefcp-18/">https://www.carbonzero.ca/project/niagara-escarpment-forest-carbon-project-nefcp-18/</a>
6	<a href="https://www.ontariosoilcrop.org/oscia-programs/sarpal/">https://www.ontariosoilcrop.org/oscia-programs/sarpal/</a>
7	<a href="https://www.nature.org/media/freshwater/latin-america-water-funds.pdf">https://www.nature.org/media/freshwater/latin-america-water-funds.pdf</a>
8	<a href="https://mnai.ca/">https://mnai.ca/</a>
9	<a href="https://www.vhcb.org/about-us">https://www.vhcb.org/about-us</a>
10	<a href="https://www.toronto.ca/services-payments/property-taxes-utilities/municipal-accommodation-tax/">https://www.toronto.ca/services-payments/property-taxes-utilities/municipal-accommodation-tax/</a>
11	<a href="https://www.indigenousguardianstoolkit.ca/story/tla-o-qui-aht-tribal-parks-allies-reconciliation-action">https://www.indigenousguardianstoolkit.ca/story/tla-o-qui-aht-tribal-parks-allies-reconciliation-action</a>
12	<a href="https://www.forestfoundation.org/what-we-do/increase-carbon-storage/family-forest-carbon-program/">https://www.forestfoundation.org/what-we-do/increase-carbon-storage/family-forest-carbon-program/</a>
13	<a href="https://www.canada.ca/en/department-finance/programs/financial-sector-policy/securities/debt-program/canadas-green-bond-program.html">https://www.canada.ca/en/department-finance/programs/financial-sector-policy/securities/debt-program/canadas-green-bond-program.html</a>

## Definitions: common finance terms

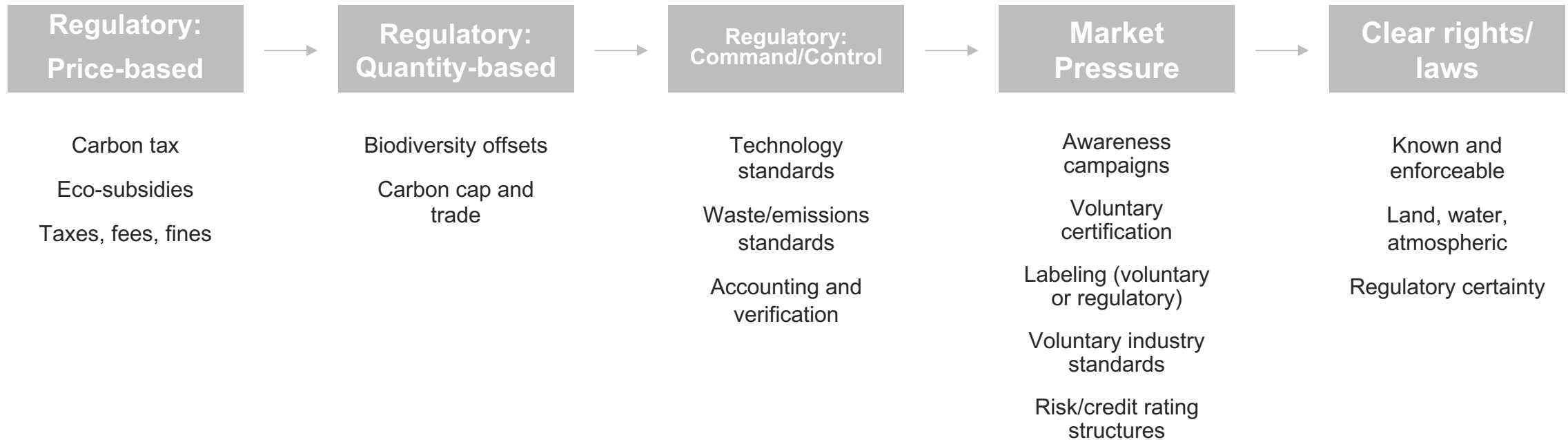
<b><i>Finance mechanisms</i></b>	<b>may be in the form of repayable grant, debt (loan, bond, etc), equity, loan guarantee, etc.</b>
<b><i>Blended finance</i></b>	<b>private sector and/or government capital + philanthropic capital</b>
<b><i>Innovative finance</i></b>	<b>using proven finance tools in new markets or to attract new types of investors</b>
<b><i>Impact investing</i></b>	<b>investment in an organization or project where there is expectation of both financial and environmental and/or social return</b>
<b><i>Sustainable supply chain</i></b>	<b>investments in improved land management and sustainable commodity production across supply chains</b>
<b><i>Natural infrastructure</i></b>	<b>the role of nature in providing cost-effective solutions for water filtration, storm water management, flood control, coastal resilience and other services</b>



# Examples of innovative finance tools

- **Green bonds**
- **Green banks**
- **Micro finance/loans**
- **Risk pools**
- **Insurance markets**
- **Tax credit**
- **Debt swap**
- **Subsidy swap**
- **Trust funds**
- **Payments for ecosystem services**
- **Emissions trading**
- **Sustainable markets (fishing, forestry)**
- **Ecotourism markets**
- **Restoration markets**

# Enabling conditions & drivers for finance



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