

# Land Securement Strategy 2017-2027



Islands Trust Conservancy

Board Resolution No. TFB-IC-2017.1

February 7, 2017

## Table of Contents

Table of Contents .....	1
Executive Summary .....	3
1.0 Background .....	4
2.0 Purpose.....	4
3.0 Regional Context.....	4
3.1 First Nations .....	4
3.2 Ecology .....	6
3.3 Land Status .....	6
3.4 Partners .....	6
4.0 Islands Trust Area Protected Lands.....	7
5.0 Priority Conservation Lands.....	7
6.0 Securement Funding and Incentives.....	8
6.1 Incentives.....	8
6.2 Funding.....	8
6.2.1 Internal (Islands Trust Conservancy) .....	8
6.2.2 External.....	9
7.0 Land Securement Tools .....	9
8.0 Land Securement Strategies.....	10
8.1 Robust Science.....	10
8.2 Property Evaluation.....	10
8.3 Working with Partners .....	10
8.4 Working with the Islands Trust.....	10
8.5 Working with First Nations .....	11
8.6 Landowner Outreach .....	11
8.7 Property Management.....	13
8.8 Celebrating Success.....	13
8.9 Legacy gifts .....	13
9.0 Land Securement Process .....	13
10.0 Land Securement Viability .....	14
11.0 Looking Towards the Next Regional Conservation Plan.....	16

Appendix 1 – Partner Agencies ..... 17  
Appendix 2 – Priority Conservation Lands ..... 20

## Executive Summary

In November, 2010, the Islands Trust Conservancy Board approved a Regional Conservation Plan that included an objective for the development of a strategic plan for securement of land with high biodiversity values. The Islands Trust Conservancy Land Securement Strategy 2017-2027 (Securement Strategy) is intended to meet this objective. The Securement Strategy acknowledges a sincere intention to improve relationships with First Nations and outlines strategies to demonstrate this intention. The Securement Strategy also identifies a land securement process and methods for assessing the viability of land securement.

The following land securement strategies were identified for implementation over the next 10 years:

1. **Robust Science:** Robust science will be used to identify priority conservation areas across the Islands Trust landscape.
2. **Property Evaluation:** Securement opportunities will be assessed through site visits and parcel-specific information gathering.
3. **Working with Partners:** Parks and land trust partners will play key roles in land securement. The Islands Trust Conservancy will work with partners where they exist to secure conservation lands and to build securement capacity through shared learning, fund building and development of shared resources.
4. **Working with the Islands Trust:** The Islands Trust Conservancy will work with other Islands Trust entities on land securement related to development processes. The Islands Trust Conservancy will work with local trust committees on a case by case basis to share information on conservation priorities.
5. **Working with First Nations:** The Islands Trust Conservancy will respectfully engage with First Nations in conversations about securement where archaeological and cultural sites exist and will endeavour to provide access to Islands Trust Conservancy lands for traditional practices.
6. **Landowner Outreach:** The Islands Trust Conservancy will establish a landowner outreach program to assist in the securement of conservation lands. Partners will be consulted and included in outreach where appropriate.
7. **Property Management:** The Islands Trust Conservancy will work with the Islands Trust Council to maintain a sufficient budget to manage its nature reserves and conservation covenants and will build dedicated funds to ensure that it meets its responsibilities in the event of budget shortfalls.
8. **Celebrating Success:** The Islands Trust Conservancy will celebrate its success with landowners and partners and will share its successes with others.
9. **Legacy Gifts:** The Islands Trust Conservancy will build a program for legacy gifts with professionals and landowners. It will maintain good donor records and relationships.

The Securement Strategy will be a ten year strategy. In light of the development of a new Regional Conservation Strategy in 2017, the Islands Trust Conservancy will revisit the Securement Strategy in the next two years and update it as needed to bring it into alignment with the Regional Conservation Plan.

## 1.0 Background

In November, 2010, the Islands Trust Conservancy Board approved a Regional Conservation Plan to guide its conservation work within the Islands Trust area. Recognizing that the Islands Trust Conservancy has limited resources, the plan called for a strategy to focus the work of staff and the board when pursuing land securement and when responding to land securement opportunities. The Conservation Land Securement Strategy will meet the following objective of the Regional Conservation Plan:

*Objective 2: Develop a strategic plan for the creation of core conservation areas that protect biodiversity priorities, including a proposed budget / financing plan.*

## 2.0 Purpose

To develop a Securement Strategy for the next 10 years for the Islands Trust Conservancy that will focus private land securement through voluntary covenants and acquisitions on identified high biodiversity priority areas.

## 3.0 Regional Context

### 3.1 First Nations

The Islands Trust Area is located within the traditional territories of several First Nations. The Islands Trust strives to build relationships with these First Nations to find opportunities for collaboration and mutual support. Through its land securement program, the Islands Trust Conservancy will work to initiate and maintain respectful relationships with First Nations communities.

The Islands Trust Conservancy recognizes that the language commonly used to refer to land is disrespectful to First Nations. For example, notions of ‘private’ and ‘Crown’ land do not appropriately recognize Aboriginal title and infer a belief in the concept of *terra nullius*, the idea that land was not owned prior to the assertion of European sovereignty. The Islands Trust Conservancy acknowledges that *terra nullius* is a concept that doesn’t apply to the Islands Trust Area and in the absence of more appropriate language, uses the terms ‘private land’ and ‘public land under Provincial management’ to mean land that is currently managed by either private individuals/agencies or the Province.

In the Islands Trust Area, First Nations ownership and management of the land base has yet to be determined through negotiations between First Nations and the Federal Government. As of February 2017, many things are in a state of flux because of evolving provincial, national and international recognition of Aboriginal Title. Processes of note include:

- The United Nations Declaration on the Rights of Indigenous Peoples

The United Nations Declaration on the Rights of Indigenous Peoples (UNDRIP) is an international instrument adopted by the United Nations on September 13, 2007. It describes a minimum standard of rights for the “survival, dignity and well-being of the indigenous peoples of the world.” Additionally, Article 26 states that “Indigenous peoples have the right to the lands, territories and resources which they have traditionally owned, occupied or otherwise used or acquired,” and it directs governments to recognize these territories. UNDRIP was endorsed by Canada in 2010 and officially adopted it in

May 2016. Currently, the federal government is working on legislation and policy to articulate the agreement into Canadian law.<sup>1</sup>

- Truth and Reconciliation Commission of Canada

In 2015, the Truth and Reconciliation Commission issued ‘Calls to Action’ to redress the legacy of residential schools and to advance the process of Canadian reconciliation. Several of these calls to action speak to the recognition of aboriginal rights over land. In particular, action 47 calls on all levels of government, including local governments, to “repudiate concepts used to justify European sovereignty over Indigenous peoples and lands... and to reform those laws, government policies, and litigation strategies that continue to rely on such concepts.”<sup>2</sup>

- Developing Case Law in British Columbia

In 2014, the Supreme Court of Canada handed down a decision in the case of the *Tsilhqot’in Nation vs. British Columbia*. In that decision, the court concluded that the Tsilhqot’in Nation has aboriginal title to over 1,750 square kilometres of their traditional lands, previously deemed Crown land. *Tsilhqot’in* also confirmed that where Aboriginal title has not been established, the Crown has a duty to consult with and accommodate First Nations with stated land claims. The trial judge also noted, although it is not a binding element of the decision, that the granting of fee simple interests by the Province does not and cannot extinguish Aboriginal title.

In light of *Tsilhqot’in* and the court decisions that preceded it, it is likely that claims of Aboriginal title will be made and awarded in the Islands Trust Area, either through the courts or via negotiations. The Islands Trust Conservancy’s legal advice is that there is some risk that covenants and Nature Reserves will be subject to claims of Aboriginal title. This risk is higher on lands that have been part of the Sponsored Crown Grant Program and lower on lands that were acquired from private landowners and subsequently covenanted. However, the legal landscape is shifting and it is unknown how developing case law will affect Islands Trust Conservancy nature reserves and conservation covenants in the future.<sup>3</sup>

As part of its current practice, the Islands Trust Conservancy invites comment from First Nations in management planning processes and refers public conservation proposals to First Nations where archaeological sites are identified. In light of the evolving nature of First Nations claims in the Islands Trust Area, the Islands Trust Conservancy will continue to adapt its securement program as better information becomes available. The Islands Trust Conservancy will endeavour to initiate and maintain positive and respectful communications with First Nations in our region.

---

<sup>1</sup> University of British Columbia. U.N. Declaration on the Rights of Indigenous Peoples. First Nations & Indigenous Studies, the University of British Columbia, Vancouver, B.C. URL: <http://indigenousfoundations.arts.ubc.ca/home/global-indigenous-issues/un-declaration-on-the-rights-of-indigenous-peoples.html> (accessed November 2, 2016).

<sup>2</sup> Truth and Reconciliation Commission of Canada. 2015. Truth and Reconciliation Commission of Canada: Calls to Action, Winnipeg, Manitoba. URL: [http://nctr.ca/assets/reports/Calls\\_to\\_Action\\_English2.pdf](http://nctr.ca/assets/reports/Calls_to_Action_English2.pdf) (accessed November 2, 2016).

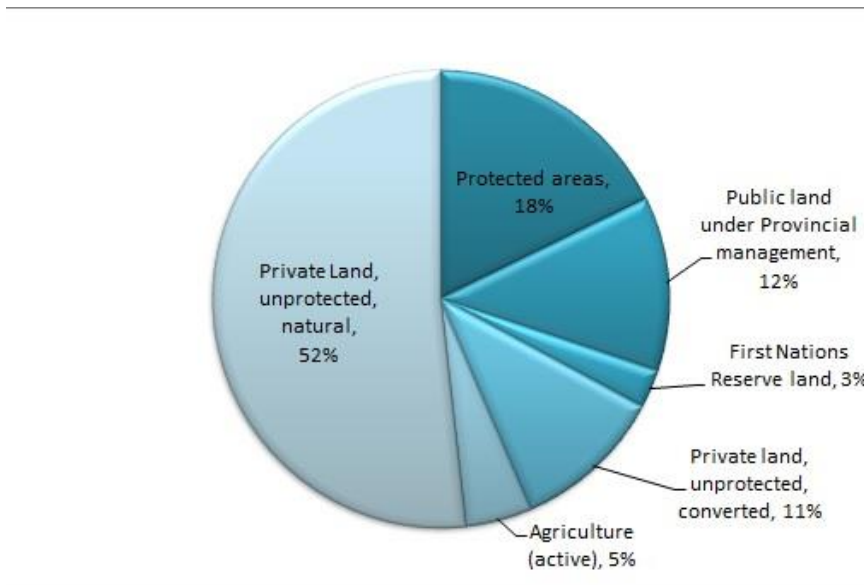
<sup>3</sup> Potvin, M.L. February 2015. Legal Opinion to Islands Trust Conservancy Board Re: Crown Land Issues (File 102-167).

### 3.2 Ecology

The Islands Trust Area is a region of undeniable beauty which has attracted people for thousands of years. Part of the reason for its beauty is the rich diversity of life which makes the Islands Trust Area ecologically significant, not only locally, but globally. Most of the region is within the Coastal Douglas-fir zone, one of the rarest of British Columbia’s 16 biogeoclimatic zones; the remainder of the Islands Trust Area falls within the Coastal Western Hemlock biogeoclimatic zone, which also includes many rare ecological communities. The Douglas-fir ecosystems of the area, including Garry oak and associated ecosystems, are globally rare – in the entire world they occur only on the east coast of southern Vancouver Island, the islands of the Georgia Basin, and a small area of the mainland. The Islands Trust Area is also home to several sensitive ecosystems and hundreds of rare terrestrial and marine plants and animals. For more information about the ecology of the Islands Trust Area, refer to the 2011-2017 Regional Conservation Plan.

### 3.3 Land Status

Over 67% of land within the Islands Trust area is managed by private individuals or corporations. The remainder can be classified as protected areas (18%), public land under Provincial management (12%) or First Nations Reserve lands (3%). Over half of the land base is in a natural state and managed by private individuals or corporations (Figure 1). This component of the land base is the focus of this securement strategy.



**Figure 1. Land status in the Islands Trust area by type. Unprotected, natural land makes up more than 50% of the landbase.**

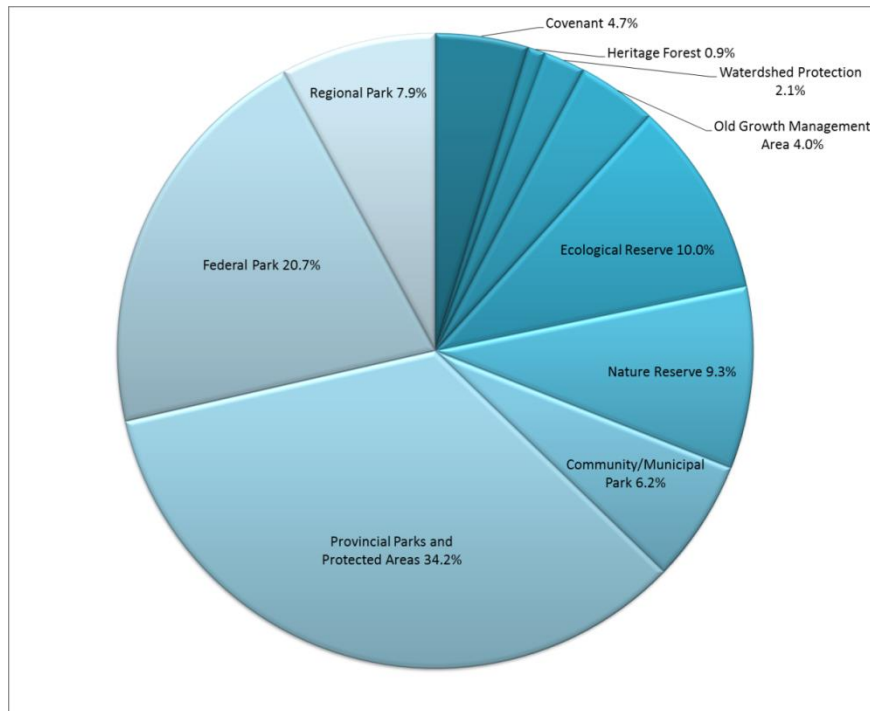
### 3.4 Partners

For over 25 years, the Islands Trust Conservancy has relied heavily on partnerships to secure land, especially when fundraising campaigns are required. Other organizations also count on the Islands Trust Conservancy for support when they initiate land securement. This reliance will likely continue over the next ten years. Most partnerships for securement occur between the Islands Trust Conservancy and other land trusts and parks agencies (see Appendix 1 for a detailed list). In the Islands Trust Area there are 22

land trusts: 14 local (island) land trusts, 4 regional land trusts, 2 provincial land trusts and 2 federal land trusts. Local land trusts in the Islands Trust area vary in their capacity but, regardless of size, all are key organizations in leveraging local donations and building relationships with island land owners. In addition to land trusts, the various levels of parks agencies have also been important partners. There are 10 parks agencies working in the Islands Trust Area: Bowen Island Municipal Parks, 7 regional district park agencies, BC Parks and the Gulf Islands National Park Reserve. They have budgets and interests that vary both over time and by geography. Other potential partners include community groups, water districts and community trail groups.

#### 4.0 Islands Trust Area Protected Lands

Approximately 17.8% of the Islands Trust Area is in some form of protected status. Almost 70% of the protected land in the Islands Trust Area is managed as park, but a growing percentage of protected land (14%) is owned or covenanted by land trusts (Figure 2). The Islands Trust Conservancy currently manages 1,167 ha of land: 549 ha as conservation covenants and 618 ha as nature reserves.



**Figure 2. Protected lands in the Islands Trust area by type. Note that nature reserves and conservation covenants make up 14% of protected lands in the Islands Trust area.**

#### 5.0 Priority Conservation Lands

In November 2013, the Islands Trust Conservancy Board approved a map of priority lands for securement (Appendix 2). These lands were identified through a prioritization model developed by a project team, including Islands Trust staff, Randal Greene (Nature Conservancy of Canada) and John Gallo (The Wilderness Society, USA). Input on the model was received from resource people at the University of



BC, the Nature Conservancy of Canada and Parks Canada. In early 2014, properties were added so that each local trust area had at least three priority properties and the top three islets were represented. The model was built to incorporate property cost to try to evaluate land securement on the merit of both ecological values and cost of securement; however, the data for property cost is not currently available, so the model must be combined with the best available cost estimates. The map of priority lands for securement is used as an information layer when evaluating conservation proposals and has the potential to be used to identify areas for landowner contact programs.

## **6.0 Securement Funding and Incentives**

### **6.1 Incentives**

The Islands Trust Conservancy currently promotes two incentives for voluntary land securement: reduction of property taxes through the Natural Area Protection Tax Exemption Program (NAPTEP) and income tax incentives offered through the Ecological Gifts Program (EcoGifts). NAPTEP is most valuable to landowners with high property values and who wish to protect a significant proportion of their land. EcoGifts is most valuable to landowners who have high incomes and/or who are susceptible to high capital gains taxes.

### **6.2 Funding**

#### **6.2.1 Internal (Islands Trust Conservancy)**

The Islands Trust Conservancy is allotted an annual budget to cover costs associated with land securement. This budget is currently \$18,000 per year, but it cannot be spent on the purchase price of land. The Islands Trust Conservancy also has the following funds available for land securement<sup>4</sup>:

- Opportunity Fund: Available to partners for costs associated with land securement and/or purchasing land. Current value: \$29,338. Source: Calendar sales and general donations.
- Morrison Waxler Legacy Fund: Available for costs associated with conservation covenants on North and South Pender islands. Current value: \$20,057. Source: one time memorial donation.
- Lasqueti Island Acquisition Fund: Available to partners for costs associated with land securement and/or purchasing land on Lasqueti Island. Current value: \$32,538. Source: donations.
- Gambier Island Acquisition Fund: Available to partners for costs associated with land securement and/or purchasing land on Gambier Island. Current value: \$115,173. Source: bequest.

The Islands Trust Conservancy also receives an annual budget of \$60,000 for property management, including both nature reserves and conservation covenants. Approximately half of this amount is used for property monitoring, the balance is used for management of recreation, invasive species and signage.

---

<sup>4</sup> At the time this strategy was drafted, the ITC also had a \$549,897 Thetis Acquisition Fund; however, it has been excluded from this strategy because it is for a current acquisition project that is expected to close imminently. If there are any funds remaining in this account when the purchase is complete, the ITC could create a continued Thetis Island Acquisition Fund.

## 6.2.2 External

The Islands Trust Conservancy can fundraise for securement costs from external funders and donors. Success with both of these sources of funds is more likely with strong partnerships. To date, the Islands Trust Conservancy has done little external fundraising for property management.

**Donors:** Over the last five years, the Islands Trust Conservancy has raised an average of \$5,240 per year in general donations (excluding matching fund drives for acquisitions). These donations are added to the Opportunity Fund. With assistance from local and regional conservancy organizations, the Islands Trust Conservancy has been able to raise more funds for specific acquisition projects – usually around \$5,000 in smaller donations and as much as \$240,000 in larger donations. Larger donations are very island or property specific.

**Funding Agencies:** The Islands Trust Conservancy has successfully worked with partners to fundraise through external funding agencies. The Islands Trust Conservancy is not a registered charity, but a qualified donee. This status limits potential sources of funding, but in many cases, partner agencies can access funds unavailable to the Islands Trust Conservancy. The Islands Trust Conservancy maintains a list of funding agencies.

## 7.0 Land Securement Tools

To date the Islands Trust Conservancy has used only two tools for securement of land in the Islands Trust Area: Fee Simple Acquisition and Conservation Covenant (Sec. 219 Covenants). Fee simple acquisitions are used to secure nature reserves owned and managed by the Islands Trust Conservancy; conservation covenants are used to secure interests in land which allow the Islands Trust Conservancy to ensure a landowner doesn't degrade ecological values on their land. These tools are likely to continue to be the most used, but other tools may also be explored. Currently, the Islands Trust Conservancy can also use Life Estates, Leases and Profit a Prendre and these have been used successfully, albeit rarely, by other organizations.

**Life Estates:** A life estate is a mechanism used to allow a landowner to donate a property to an organization or individual at the end of the landowner's life. It allows the landowner to realize the benefit of their donation during their lifetime. Life estates have been used successfully by organizations like the Nature Conservancy of Canada. They can be complex, depending on the uses that the landowner wishes to maintain over the course of their lifetime. They can be used to secure a nature reserve or to secure a property for future sale for income.

**Leases:** Leases are legal mechanisms to secure a bundle of rights to land for a finite period of time. They have been used successfully by organizations like Ducks Unlimited Canada to secure rights to important habitat in areas of active land management, for example agricultural lands where the income from the lease can help to offset financial losses when areas are left un-farmed.

**Profit à Prendre:** A Profit à Prendre allows the holder to enter the land of another individual to take natural resources such as timber, crops, pasture, etc. This legal mechanism has been used to secure natural resources for conservation purposes on agricultural lands where interests like conservation covenants require exemptions from the Agricultural Land Commission. A Profit à Prendre is given for a fixed time

period of up to 80 years. The holder of the Profit à Prendre must exercise its right to take the resource in order to maintain the interest; otherwise the Profit à Prendre can be considered abandoned.

## **8.0 Land Securement Strategies**

### **8.1 Robust Science**

Securement priorities are accurate only to the degree of the best available information. As science evolves and tools for landscape evaluation change, identified priorities for conservation lands may need adjustment. The Islands Trust Conservancy will practice the use of robust science and will balance its acquisition with the need to evaluate and complete ongoing securement projects. The Islands Trust Conservancy has invested in a mapping model that prioritizes land for conservation based on current science (Appendix 2). The existing model will be used to evaluate conservation proposals and will be supplemented with information from other conservation plans (e.g. the Nature Conservancy of Canada's Salish Sea Natural Area Conservation Plan or the CRD Parks' Land Acquisition Strategy). As resources, opportunities and needs occur, the Islands Trust Conservancy mapping model will be revisited.

### **8.2 Property Evaluation**

Mapping can identify priority lands for conservation, but site assessments are important prior to proceeding with any securement project. These property evaluations will ensure that the errors inherent in any mapping product are caught early in the securement process. As a practice, the Islands Trust Conservancy will require property evaluations, including site visits, for all securement proposals to assess securement viability (see Section 10 below).

### **8.3 Working with Partners**

The Islands Trust Conservancy has been most successful securing land when strong partnerships are present. Except in exceptional circumstances, the Islands Trust Conservancy will endeavour to engage partners in land securement. Where strong partners are lacking, the Islands Trust Conservancy may elect to engage in securement if adequate resources are available internally.

The Islands Trust Conservancy recognizes that partnerships can lay the groundwork for securement before projects are even conceptualized. For example, partnerships can help us reach out to landowners who may become donors of land and funds for conservation. The Islands Trust Conservancy will work with partners to:

- encourage land securement through social media, the Islands Trust Conservancy website, development of information materials,
- build capacity by supporting training and networking opportunities,
- identify and collect information on conservation priorities, and
- fundraise for the Opportunity Fund, existing securement funds and new securement funds.

### **8.4 Working with the Islands Trust**

Local trust committees and island municipalities have the capacity to require land securement as a part of rezoning and other land use applications. Guided by adopted policy, the Islands Trust Conservancy will engage in these processes to secure conservation priorities. The Islands Trust Conservancy will also

continue to develop an approach to share information about privately-owned priority conservation areas with local trust committees so that these areas might be recognized through official community plan policies, environmental development permit areas, land use bylaw regulations and other land use planning tools. Information sharing will be designed to include interactions at local trust committee meetings by phone or in person.

## **8.5 Working with First Nations**

Where possible, the Islands Trust Conservancy will work with First Nations who have traditional territory in the Islands Trust area to ensure that their traditional practices can take place on Islands Trust Conservancy nature reserves. The Islands Trust Conservancy, at the request of a landowner, will also facilitate co-operation with co-covenant holders and First Nations so that traditional practices with minimal disturbance to covenant values may occur in non-NAPTEP covenant areas<sup>5</sup>. The Islands Trust Conservancy will share ecological information with First Nations who are planning to harvest or impact native species and will be supportive of cultural site visits to nature reserves and conservation covenants.

Where the Islands Trust Conservancy engages in land securement on lands with known archaeological sites, the Islands Trust Conservancy will:

- refer public conservation proposals to the appropriate First Nations,
- seek permission from applicants of confidential conservation proposals to refer the proposals to the appropriate First Nations, and
- identify the needs and the means to carry out archaeological assessments as needed.

To ensure that the full extent of archaeological sites on conservation properties are known, the Islands Trust Conservancy will assist applicants to locate areas that need further archaeological assessment or study and work with applicants to identify resources to undertake the required work.

## **8.6 Landowner Outreach**

The Islands Trust Conservancy has identified 114 parcels of priority land for conservation in the Islands Trust area having a BC Assessment value of \$80,622,250.00. (See table 1.)

---

<sup>5</sup> Natural Area Protection Tax Exemption Program (NAPTEP) covenants are held by the Islands Trust Conservancy but NAPTEP is a program of the Islands Trust permitted through the *Islands Trust Act*.

**Table 1. Analysis of identified priority lands for securement by island area and type, according to BC Assessment tax class.**

Island	No.	Area (ha)	Tax Class According to BC Assessment							
			Residential		Managed Forest		Farm		Recreational	
			No.	Area (ha)	No.	Area (ha)	No.	Area (ha)	No.	Area (ha)
Ballenas-Winchelsea										
Bowen	3	102	3	102						
Denman	4	387	3	236	1	151				
Gabriola	4	74	4	74						
Galiano	25	763	14	450	11	314				
Galiano Ass. Islands	6	6	6	6						
Gambier	1	17	1	17						
Gambier Ass. Islands	2	67	2	67						
Hornby	3	118	3	118						
Lasqueti	15	393	15	393						
Mayne	3	91	3	91						
N. Pender	2	49	2	49						
Salt Spring	30	973	21	661	4	81	3	140	1	64
Salt Spring Ass. Islands	4	6	4	6						
Saturna	6	336	2	145	2	150	1	26		
S. Pender	3	79	3	79						
Thetis	3	70	3	70						
<b>TOTAL</b>	<b>114</b>	<b>3530</b>	<b>89</b>	<b>2562</b>	<b>18</b>	<b>695</b>	<b>4</b>	<b>166</b>	<b>1</b>	<b>64</b>

The Islands Trust Conservancy recognizes that direct purchase of all high priority lands is not feasible and that outreach to landowners is needed to ensure that high value natural lands are maintained. Landowner outreach on priority conservation lands will help to ensure that landowners are aware of opportunities for land conservation and will help to build relationships with landowners who might consider future land protection.

Landowner outreach conducted by the Islands Trust Conservancy will be done in partnership with local land trusts where appropriate and the Islands Trust Conservancy will take the lead on outreach in areas where no local land trusts exist. When partnerships are developed, the roles of each organization will be clearly stated and the custodian of landowner information will be identified. Landowner outreach information will be maintained using an information management system so that landowner relationships

can be sensitively coordinated and so that the Islands Trust Conservancy can develop an understanding of its donor base and their motivations. Outreach will:

- Explore and facilitate conservation of land on properties where owners are supportive of nature conservation and the work of the Islands Trust Conservancy and are willing to contemplate full or partial donation of land,
- Address the geographic diversity of landowners (e.g. on-island, off-island, international), and
- Employ varying techniques for engagement (e.g. direct mail, contact through events and social engagements, phone calls, online tools).

## **8.7 Property Management**

The Islands Trust Conservancy will only secure land if an adequate property management budget is available. When properties are secured they will be incorporated into the Islands Trust Conservancy's overall land management strategy. The Islands Trust Conservancy will work to build a Property Management Fund to buffer potential budget shortfalls for property management.

## **8.8 Celebrating Success**

Recognition of donors and celebration of land securement reminds participants in land securement that their hard work is worthwhile and is key to encouraging future donors. Except at the request of donors, the Islands Trust Conservancy will celebrate its land securement accomplishments with donors and partners. Celebration of success will be communicated out to and shared with prospective donors through stories.

## **8.9 Legacy gifts**

The Islands Trust Conservancy recognizes that not all landowners of priority lands will have the capacity and/or the motivation to donate their land for conservation. Currently, the Islands Trust Conservancy does not have sufficient funds to engage in land purchase without initiating a major fundraising campaign. Major fundraising campaigns can be time consuming and decrease the Islands Trust Conservancy's ability to act quickly when high priority lands are on the market or at risk of being developed or degraded. In order to be nimble when conservation opportunities become available the Islands Trust Conservancy will build funds for land acquisition and land management by:

- Developing a list of key resource people (e.g. financial planners, estate planners, notaries, etc.)
- Promoting the Islands Trust Conservancy as a recipient of donations for land conservation in the Islands Trust area through both factual information (currently developed packages) and donor stories
- Building a donor database and actively maintaining donor relationships

## **9.0 Land Securement Process**

Prior to submitting a Conservation Proposal, landowners and their approach to initiating a securement project are variable. Some landowners contemplate donating or covenanting their land for many years before they begin a formal process. Staff may have multiple conversations and meetings with these landowners in the lead up to a Conservation Proposal. Other Conservation Proposals are submitted with little or no interaction between staff and landowners. For this reason, the process for land securement

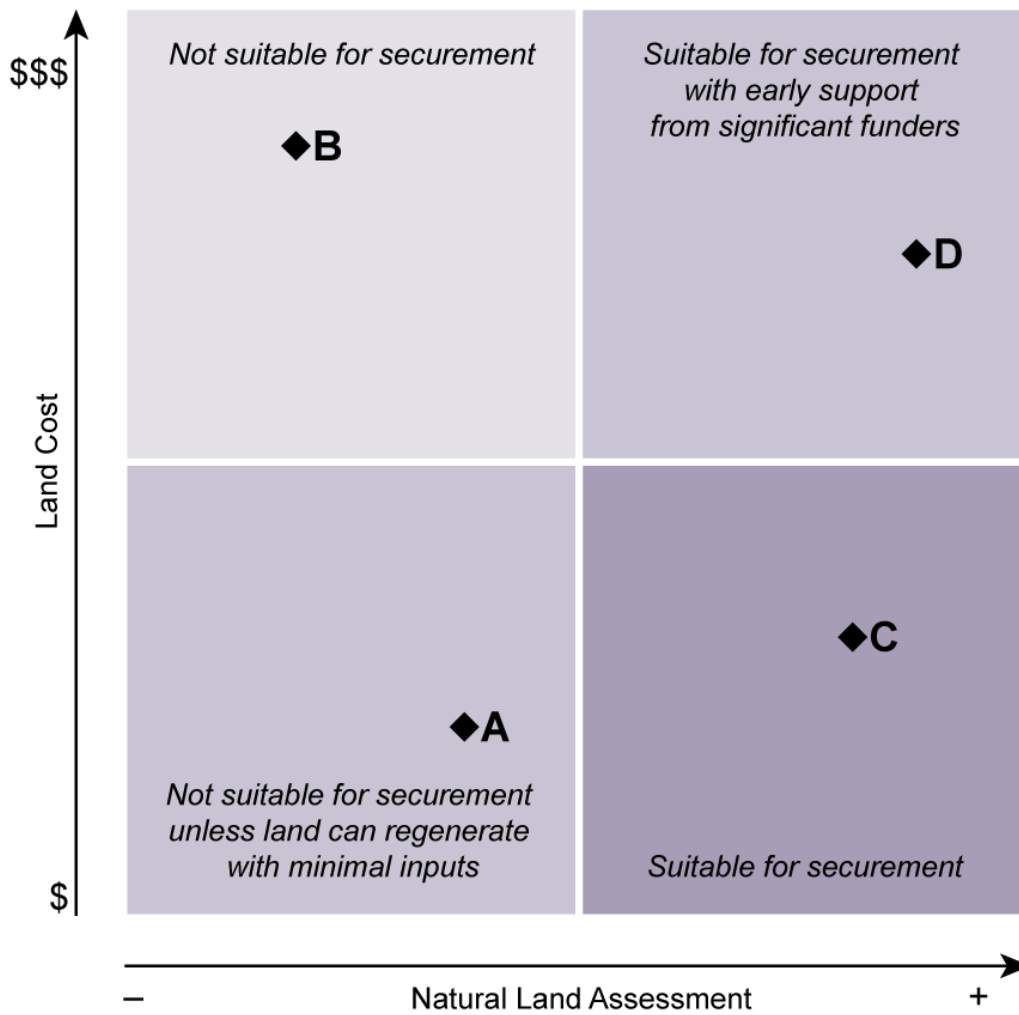
prior to receiving a Conservation Proposal cannot be described in a sequential fashion; it is as unique as the landowners and the conservation lands that they own. However, the land securement process after a Conservation Proposal is submitted is more consistent and is outlined in Table 2.

**Table 2. Land securement process.**

<b>Step</b>	<b>Action</b>	<b>Responsible Party</b>
1	Conservation Proposal submitted	Landowner
2	Conservation Proposal evaluated for consistency with ITC Policy and the Regional Conservation Plan	Islands Trust Conservancy staff
3	Site visit	Islands Trust Conservancy staff
4	Property assessed using land securement criteria (below)	Islands Trust Conservancy staff
5	Islands Trust Conservancy Board approval & partner agency approval as appropriate	Islands Trust Conservancy Board
6	Consider any necessary referrals (e.g. First Nations, local trust committee, adjacent landowners)	Islands Trust Conservancy staff
7	Complete land securement including fundraising as appropriate	Islands Trust Conservancy staff Islands Trust Conservancy Board (final approval)
8	Celebrate land securement	Islands Trust Conservancy staff and board
9	Integrate land into property management strategy	Islands Trust Conservancy staff

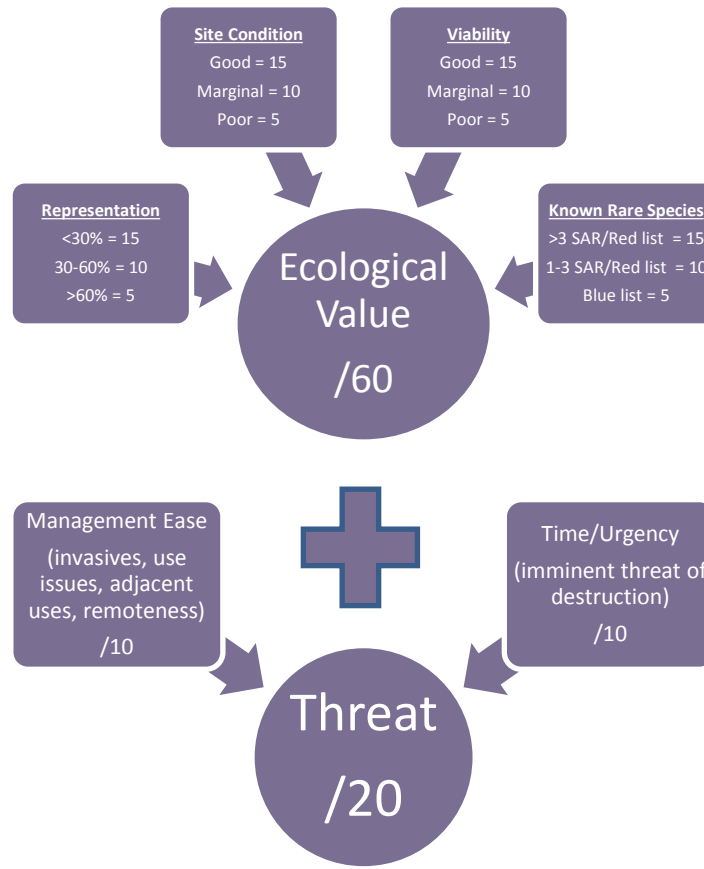
## 10.0 Land Securement Viability

The land securement viability is a product of ecological value and threat graphed against feasibility (Figure 3), where ecological value and threat are evaluated (as in Figure 4) and feasibility is assessed as cost/ha and scaled according to fundraising capacity. Currently, the Islands Trust Conservancy's assessment of feasibility is based on the cost of land and estimates of funds available through existing funds, estimated donations, and estimated grant availability. Lands with high natural value and high feasibility are the most viable for securement and lands with low natural value and low feasibility are the least viable.



**Figure 3. Land securement viability. Note the land most suited to securement is land with a low cost and high natural land assessment (C).**





**Figure 4. Land assessment framework.**

## 11.0 Looking Towards the Next Regional Conservation Plan

The Islands Trust Conservancy is looking toward the development of the next iteration of the Regional Conservation Plan. Through the development of this Securement Strategy, the following themes have been identified for further refinement:

- Possible expansion of work with local trust committees, including mechanisms for sharing information about the Islands Trust Conservancy's priority conservation lands
- Relationship-building with First Nations around traditional use of Islands Trust Conservancy lands and mechanisms for facilitating that use
- Exploration of conservation tools, in particular on working landscapes (working forests and agricultural lands) – future strategy
- Ways of further developing landowner outreach and maintenance of ongoing, positive communications with owners of priority conservation lands
- Strategic outreach to potential donors of legacy gifts

Following approval of a new Regional Conservation Plan, the Islands Trust Conservancy may elect to revise the Land Securement Strategy.

## Appendix 1 – Partner Agencies

### Land Trusts

Partner Agency	Existing Conservation Strategy	Areas of Interest	Staff/ Consultants (2015)	Annual Expenditures (2015)	Date Established
<b>Island Land Trusts</b>					
Bowen Island Conservancy	Research required	Bowen Island	No	\$6,467	1997
CHI – Assn. for Conservancy of Hornby Island	Research required	Hornby Island	Consultants	\$8,059	1997
Denman Conservancy Association	Mapped areas of interest	Denman Island	Consultants	\$27,350	1991
Gabriola Land and Trails Trust	Research required	Gabriola Island	Consultants	\$14,466	2006
Galiano Conservancy Association	Mapped areas of interest	Galiano and associated Islands	Staff – 2 full time, 9 part-time	\$441,647	1989
Gambier Island Conservancy	Research required	Gambier Island	No	\$15,597	1995
Keats Island Conservation Group	Research required	Keats Island	Information unavailable – not a registered charity in 2015.		
Lasqueti Island Nature Conservancy	Research required	Lasqueti Island	No	\$708	2012
Mayne Island Conservancy Society	Research required	Mayne Island	Staff – 2 full time, 2 part time	\$107,957	2005
Mudge Island Land Trust Association	Research required	Mudge Island	Information unavailable – not a registered charity in 2015.		
Pender Islands Conservancy Association	Research required	North and South Pender Islands	Consultants	\$7,607	1993
Salt Spring Island Conservancy	Mapped areas of interest	Salt Spring Island	Staff – 4 full time, 1 part-time	\$687,517	1995
Thetis Island Nature Conservancy	Research required	Thetis Island	Information unavailable – not a registered charity in 2015.		

Valdes Island Conservancy	Research required	Valdes Island	Information unavailable – not a registered charity.	2007
<b>Regional Land Trusts Operating in the Islands Trust Area</b>				
Cowichan Land Trust		Thetis and Associated Islands	Staff – 2 full time, 5 part-time	\$175,745 1995
Habitat Acquisition Trust		Southern Gulf Islands	Staff – 3 full-time, 4 part-time	\$415,293 1996
Nanaimo & Area Land Trust		Gabriola and Associated Islands, Executive Islands, Lasqueti and Associated Islands	Staff – 2 full-time, 2 part-time	\$196,386 1995
Sunshine Coast Conservation Association		Gambier Island Local Trust Area	Staff – 1 part-time	\$32,770 1999
<b>Provincial Land Trusts</b>				
The Nature Trust of BC	Habitat Securement Decision Framework	Entire Islands Trust Area	Staff – 12 full-time, 13 part-time	\$4,488,277 1972
TLC The Land Conservancy of BC	?	Entire Islands Trust Area – Covenant Focus	Staff – 4 full-time, 2 part-time	\$4,783,287 1997
<b>National Land Trusts</b>				
Ducks Unlimited Canada	Aim to protect 21,000 acres of wetlands & waterfowl-friendly agricultural lands	Entire Islands Trust Area – Wetlands and Estuary Focus, also waterfowl-friendly agricultural lands	Staff – 348 full-time, 182 part-time	\$87,942,526 1967
Nature Conservancy of Canada	Mapped areas of interest, Salish Sea Natural Area Conservation Plan	Entire Islands Trust Area	Staff – 265 full-time, 30 part-time	\$66,068,973 1967

## Parks Agencies

Partner Agency	Existing Conservation Strategy	Areas of Interest	Acquisitions Budget
<b>Regional Agencies</b>			
Capital Regional District Parks	Yes – mapped areas of interest	Southern Gulf Islands	Yes – funded through parcel tax

Cowichan Valley Regional District Parks	Not for the islands as they have no funds for acquisition	Thetis Island Local Trust Area	No.
Metro Vancouver Parks	Yes – developing mapped priority areas	Bowen and small islands off of West Vancouver	\$8,000,000 / yr, funded through tax roll
Powell River Regional District	Yes – mapped areas of interest (5 on Lasqueti)	Lasqueti Island Local Trust Area	None currently, but they are considering options for funding acquisition
Regional District of Nanaimo Parks	Regional Parks and Trail Plan	Gabriola Island Local Trust Area	Yes - parcel tax for acquisition and development; but, currently repaying 20 yr. debt
Comox Valley Regional District	Denman Island Parks and Greenways Master Plan with conceptual map Mt Geoffrey (Hornby) Planning Project underway	Hornby Island and Denman Island local trust areas	Small parkland reserve for both Denman and Hornby - \$7,011 (2011)
Sunshine Coast Regional District	Sunshine Coast Regional District Parks and Recreation Master Plan identifies criteria for parkland acquisition	Gambier Island Local Trust Area	None identified, although cash-in-lieu program for parkland dedication from subdivision.
<b>Provincial Agencies</b>			
BC Parks	Done through Parks Planning and Management Branch.	Islands Trust area	Minimal from taxation, but they do have a planned giving program.
<b>Federal Agencies</b>			
Parks Canada	Yes – parcels identified.	Mayne, Saturna, North Pender and South Pender local trust areas	Yes, but amount unknown, remnant from park establishment budget.

## Appendix 2 – Priority Conservation Lands

[insert map]