

PROCEEDINGS OF THE SECOND CONGRESS OF THE



Patagonian landscape used in ILCN 2018 Global Congress publications, courtesy of Linde Waidhofer, Western Eye

INTERNATIONAL LAND CONSERVATION NETWORK SANTIAGO, CHILE, 24-26 JANUARY 2018

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San Juan de Piche
International Land Conservation Network

Overview of the 2018 Global Congress of the International Land Conservation Network (ILCN)

EUROPEAN STUDY TOUR, ADVISORY MEETINGS and the CONGRESS FIELD TRIP

Prior to the Congress itself, the ILCN staff lead a study tour for representatives of the European Private Land Conservation Network (ELCN) and friends of the ILCN to four sites in central Chile: the Emiliana vineyards in Casablana (Emiliana is the world's largest organic winery); Parque el Bordo in Zapallar (a rare mist forest protected by a new *Derecho Real de Conservacion* by the Corporacion Bosques de Zapallar, a Chilean NGO); Ski Portillo (a ski resort near the Continental Divide high in the Andes with a magnificent alpine lake); and Parque Andino Juncal (a private reserve high in the Andes complete with glaciers, waterfalls and condors; see photo below).



Study Tour Participants in the Juncal valley, ILCN photo

After visiting those sites, the ELCN representatives had a roundtable discussion with four experts on Chilean law and policy regarding the conception and passage into law of the *Derecho Real*, which allows the perpetual protection of a conservation property in a civil code country (one of the first such legal mechanisms adopted into civil code, in effect serving a purpose similar to that of conservation easements in nations such as the US with common law systems).

Following the study tour, about 20 members of the ILCN Steering Committee and Advisory Board had the opportunity to

meet at Las Majadas de Pirque, a remarkable conference facility south of Santiago that was provided to us largely free-of-charge by the Bosch family. Armando Carbonell was able to participate in those meetings and found them to be highly productive.

At noon that day, the Congress itself was kicked off at Las Majadas with a luncheon and presentation on the state of conservation in Chile. More than 100 of the 160 Congress participants were able to join that session and a subsequent time outdoors, either walking the grounds of Las Majadas or visiting the nearby conservation development property of Pedro Fontecilla in the hills of Pirque.



Field Trip Participants at Las Majadas, ILCN photo



Empresas Transoceanica LEED Gold building in Santiago, courtesy of Empresas Transoceanica

Following the field trip, the group was shuttled back to the Hotel NOI Vitacura, the conference venue. After a short rest, they joined our hosts for the evening at Empresas Transoceanica, a model LEED Gold corporate headquarters, where a wine reception and a series of short greetings were offered by Nicholas Schiess (CEO of Transoceanica), Marcela Renteria (Director of the Regional Office of David Rockefeller Center for Latin American Studies at Harvard University), Alejandro Mitarakis (President of Emiliana, which provided the wine for the evening), and Jim Levitt.

CONGRESS PROCEEDINGS AT THE NOI HOTEL IN SANTIAGO

The formal proceedings of the conference commenced the next morning, January 25, at the Hotel NOI (see Appendix 2 for the agenda and Appendix 3 for the session descriptions). There were approximately 160 attendees present, having come from some two dozen nations (see Appendix 4 for the roster and Appendix 5 for attendee bios). The session began with introductions by Jim Levitt and Laura Johnson, followed by a keynote address given by Chilean Minister of the Environment, Marcelo Mena, on behalf of Chilean President Michelle Bachelet and the government of Chile. Prior to his comments, Mena was presented with a certificate recognizing the roles of President Bachelet and her government as Conservation Visionaries for their globally significant work in establishing the *Derecho Real de Conservacion*, well as *La Red de Los Parques* (in conjunction with Tompkins Conservation, the Chileans government in January 2018 created a network of protected lands in Chile including more than 10 million acres of new national parks, an area about the size of Switzerland).

A second keynote address was delivered on Thursday evening by Humberto Delgado Rosa, the European Commission's Director for Natural Capital within the Directorate General for the Environment. Delgado Rosa and the European Commission were also recognized as Conservation Visionaries for their exemplary work in creating the European Private Land Conservation Network.

The keynote presentations were punctuated and elevated by recorded comments from foreign dignitaries that were shown to the participants at appropriate intervals. These recorded comments included greetings from:

- **Angelo Salsi**, an official of the European Community and one of the founders of the ELCN
- Chief Justice of the Environmental Tribunal of Chile **Raphael Asenjo**
- Australian Minister for the Environment, the Honorable **Josh Frydenberg**, MP
- Canadian Minister of the Environment, the Honorable **Catherine McKenna**, MP
- Chief Executive Officer of the Global Environmental Facility **Nakao Ishii**, and
- to the delight of all of the 160 assembled participants from about two dozen countries and six continents, the iconic English primatologist **Dr. Jane Goodall**.¹



Josh Frydenberg



Catherine McKenna



Naoko Ishii



Jane Goodall

The
four

tracks of the Congress, comprised of some 24 panels and presentations, was well-prepared, professionally delivered and covered a wide range of relevant topics. The final keynote, presented on Friday afternoon by Land Trust Alliance President Andrew Bowman, wrapped up the convening with an emphatic call to action to land conservationists around the world to demonstrate that their on-the-ground initiatives were powerful “Natural Climate Solutions” -- powerful elements in the global effort to address climate change. In sum, all of the keynotes, presentations and networking time combined to make a powerful. Excerpts from two colleague comments are illustrative.

- “I have attended (too) many [conservation]-related conferences in the last 20 years, and honestly I think it was just the best one I ever attended. Perfect logistics, friendly crowd, and people speaking the same language, understanding each other, thus enabling stimulating and informed discussions.” – A participant from New Caledonia, a member of the Pacific Community

POST CONGRESS FOLLOW-THROUGH and IMPACT

Enthusiasm for the 2018 Global Congress of the ILCN in Santiago, and the ideas considered there, generated a considerable number of follow-on and new initiatives. Several of them are noted below.

¹ Photo of Josh Frydenberg from the Parliament of Australia https://www.aph.gov.au/Senators_and_Members/Parliamentarian?MPID=FK; photo of Catherine McKenna from <https://twitter.com/cathmckenna>; photo of Naoko Ishii from the Global Environmental Facility, <https://www.thegef.org/about/ceo-and-chairperson>; photo of Jane Goodall from US Department of State, via Wikipedia, https://en.wikipedia.org/wiki/Jane_Goodall#/media/File:Jane_Goodall_2015.jpg.

- The European Land Conservation Network has already agreed to host the next Global Congress, likely to take place in late 2019 or early 2020. The exact location in Europe has yet to be specified. In addition, there have already been expressions of interest in hosting future Global Congresses from South African, Australian and Canadian participants. Humberto Delgado Rosa, a high-ranking European Commission official who presented at the 2018 Congress, is particularly focused on how to make the ELCN an effective and durable network.
- Inspired in part by the example set by the ILCN and the ELCN, a group of South American conservationists resolved at the Congress to form their own regional network – the *Red Sudamericana de Conservación Voluntaria* (RSCV, the South American Network for Voluntary Conservation). The goal of this new network is to organize more active exchanges of experiences, lessons learned and materials, and to align regional efforts with ILCN initiatives. Practitioners from Brazil, Argentina, and Chile initiated the concept; they have since been joined by colleagues from Colombia, Peru, Paraguay and Ecuador.
- The governance of the ILCN continues to be informed by our international members of our Steering Committee and Advisory Committee, who, as noted above, met at Las Majadas just prior to the Congress. We have committed to continue to work with these important advisors to chart out mid- and longer-term strategies over the next two and five-year periods, respectively.² Similarly, we have enjoyed strong partnerships with NGOs and private donors from North America, South America, Europe and Australia. And we were able this at the Congress with the support and constructive input of our Lincoln colleagues Armando Carbonell, Lourdes German and Will Jason (as well as last summer’s intern, Lance Gloss).
- Daniela Martinez, a young Chilean lawyer who earned advanced degrees at the Harvard Law School and the Harvard Kennedy School, gave an excellent presentation in Santiago on how a technique developed in Belgium (and presented by Gerard Jadoul at the prior ILCN Congress held in 2015 in Berlin, Germany) might be deployed in Chile. The technique uses low -growing vegetation in electric utility transmission right-of-way corridors as an alternative to traditional mow-everything-to-the-ground practices, essentially converting these spaces from “dead zones” into biodiversity corridors. This technique actually reduces maintenance costs for the utility. Interest in her presentation has so high that she has, since the conference, had half-a-dozen conversations with regulators and utility companies in Chile, and is now seeking funding to demonstrate and diffuse the practice across Chile.
- Jin Tong, the Science Director for The Nature Conservancy China Program, presented a paper at the 2018 ILCN Global Congress. Just following the Congress, she inquired about the possibility of bringing



² ILCN photo of Advisory and Steering Committee joint meeting at Las Majadas. Foreground, left to right: John Lounds (Canada) and Laura Johnson (USA). Background: Peter Stein (USA), Marcelo Ringeling (Chile), Jofre Rodrigo (Spain), Armanado Carbonell (USA) and Anton Gazenbeek (Belgium).

a group of Chinese land conservation specialists representing the newly-formed Chinese Private Land Conservation Alliance for a study tour to the United States. We are now working with Jin Tong to see if Lincoln might host at least a portion of that study tour, starting in Boston and ending up in Pittsburgh, site of 2018 Land Trust Alliance Rally. In doing so, Lincoln's Department of Planning and Urban Form, in partnership with Lincoln's China Program and International and Interdepartmental Initiatives, will continue to strengthen the Institute's conservation presence in Asia.

- Similarly, Jivan Sobrinho-Wheeler and I met at the Congress with a group associated with civic and private land conservation efforts in Africa. This group will help us set up visits with key potential partners in Africa during their upcoming Africa Scoping Trip now being scheduled for April 2018. The aim of this activity is to grow our land conservation presence in Africa, making Lincoln land conservation efforts increasingly global.
- Perhaps the most exciting news to come in the days following the conclusion of the ILCN Global Congress was that of the signing by Chilean President Michelle Bachelet of the declaration creating some 10 million acres of national parks in Chile, an area about the size of Switzerland *While the ILCN can in no way take credit for this achievement* -- an achievement which is predominantly the result of 25 years of intense work on the part of Doug and Kristine Tompkins and their organization, as well as the fruit of their recent collaboration with the Government of Chile -- the ILCN did in its 2016 and 2018 conferences in Chile learn from and celebrate this pending historic achievement. See <https://www.nytimes.com/2018/02/01/opinion/protecting-wilderness-democracy.html> for Kris Tompkins' beautiful editorial, which ran in February 1, 2018 edition of the *New York Times*. The editorial celebrates the creation new parks as an act of democracy.

A generous conference donor made it possible for Jim Levitt (director of the ILCN), Tilmann Disselhoff (the coordinator of the ELCN) and Tom Kirschey (a German participant in Congress who works for NABU, the German Birdlife affiliate) to travel by air with a small group to the newly created Patagonia National Park in Chacabuco, Chile to witness the signing of the new parks declaration by President Bachelet. At this historic ceremony, both President Bachelet and Kristine Tompkins delivered, in Spanish, widely-reported comments regarding this historic achievement.



After the official ceremony, with a generous personal introduction by Chilean Environment Minister Mena, Jim had the opportunity to present a copy of the "Conservation Visionaries" recognition to President Bachelet (that is, a duplicate of the certificate which had been presented to Minister Mena at the Congress). It was an especially memorable moment (photographed here by Tom Kirschey).

APPENDIX 1

A SAMPLING OF COMMENTS FROM PARTICIPANTS IN THE 2018 GLOBAL CONGRESS OF THE INTERNATIONAL LAND CONSERVATION NETWORK HELD IN SANTIAGO, CHILE, JANUARY 24-26, 2018

Rob Wilson, Director for Conservation Finance, Nature Conservancy of Canada, Toronto:

Allow me to ... extend my heartiest thanks to all of you for including me as well in this amazing gathering. It was a privilege to be included in such a great group of international practitioners, and I sincerely mean that. The sessions were not only incredibly informative, but very inspiring. This conference could not have been any better and Laura, Emily, Jivan, Jim and the rest of their team should be incredibly proud...

Jin Tong, PhD, Science Director, China Program of The Nature Conservancy, Beijing, China:

Great

thanks for you all to have me at Santiago during the past week. It was fabulous for me to stay informed and connected with PPA (private protected area) professionals from all around the world. I have learned a lot that would be very much helpful for promoting China's private investment in protected areas. I will share what I saw, heard and learned at this Congress within the newly launched Chinese Alliance in the following week. The Chinese [Land Conservation] Alliance was launched last November by 23 international & domestic NGOs and foundations including The Nature Conservancy and Paradise Foundation. This Alliance aims to promote the civil-led management and governance in protected areas (including NGO-managed and community conserved areas) in China. [Members of the Alliance are planning to come to the US next fall to attend the Land Trust Alliance Rally in Pittsburgh].

Lourdes German, Director of International and Institute-wide Initiatives, Lincoln Institute of Land Policy, Cambridge, MA, USA:

Jim, Emily, Laura, and Jivan –I just wanted to send a note and commend you on a job well done for the conference in Chile. I learned so much, and always appreciate the way you add so many interesting components to the programs with off-site tours that allow us to see what is happening on the ground related to the issue areas highlighted in the conference. It's clear a lot of hard work went into every detail and I lost track of how many people commented that they thought it was one of the best conferences they attended.

Spencer Meyer, Senior Conservationist, Highstead Foundation, Redding, CT, USA: Chile was great! ... Kudos to Jim Levitt and his ILCN partners on putting on a really terrific meeting for about 160 people from 23 countries. The number of nationally significant dignitaries who either came in person or sent video messages was very impressive. This was not just another conference for me, but one that blended eye-opening international case studies with quality time with key people who can help advance our work. For example, I spent significant time discussing our work, especially Sebago Clean Waters and foundation funding with Kim Elliman (president of Open Space Institute), Sacha Spector (direct of Doris Duke's environment program), Andrew Bowman (president of LTA), Robert Bonnie (former under-secretary of USDA for Obama), and of course, Peter Stein. Let's just say I learned a lot.

Raphael Bille, Resscue Project, Secretariat of the Pacific Community, Noumea, New Caledonia: I have attended (too) many biodiversity-related conferences in the last 20 years, and honestly I think it was just the best one I ever attended. Perfect logistics, friendly crowd, and people speaking the same language, understanding each other, thus enabling stimulating and informed discussions. Ironically, this is somewhat unusual. All presentations I heard were entertaining, informative, understandable, and nobody was outrageously "selling" their products or over-communicating on meagre achievements. In the audience I almost did not see anyone on their laptops doing e-mails or planning their next holidays, which is a great

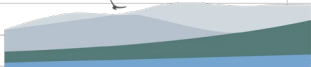
indicator. I was there to learn and I learnt a lot more than I anticipated, bringing a lot of useful info back home. You do have a fantastic community of practice.

Candace Stevens, Policy and Advocacy Programme Manager, BirdLife South Africa: Thank-you very much for hosting such a fantastic congress! I received considerable input and inspiration from the congress structure, panellists and attendees and feel that a number of key outcomes have resulted, most notably: the possibility of setting up a global tax committee for private land conservation with Phil Tabas as well as the ILCN's visit to Africa. This would not have been possible without Emily's insistence and the financial support provided to me to attend, so thank-you very much. Looking forward to future congresses.

Judith LaBelle, President Emeritus, Glynwood Center, NY; Active Conservationist, Guanacaste Region, Costa Rica. I want to thank you and the ILCN staff for making it possible for me to participate in the Congress in Santiago and the Steering Committee/Advisory Board meeting at Las Majadas. It was a jam-packed few days of great discussions both in and outside the formal sessions. I am well aware of the resources required to stage an event like this – and do it so expertly ... Having organized both convenings and community-based exchanges for many years, I am convinced that the strength of the relationships that result – and the actions that flow from them - can only be achieved through personal contact. The digital world is good for many things, but not sufficient for this.

I wanted to give you one small example. Lisa Micheli from Pepperwood, who spends several weeks a year in Costa Rica, Steve Mack, ED of the Guanacaste Community Fund, and I met for the first time at the Congress. An informal discussion about the need to create a greater focus on the importance of private reserves along river corridors in Costa Rica led to a plan to develop a pilot project along two or three critical river corridors. These are areas where there are many private nature reserves and conservation owners, but they have not been organized and energized to work together to try to ensure protection of the entire river corridor. We intend to develop maps from existing data (including from NASA, which has never been shared, or shared effectively, with the public), overlaid with mapping of the private reserves, to stimulate interest, discussion and support for broader watershed protection efforts by both owners and the nearby communities.

Andrea Tuttle, Forest and Climate Policy, Arcata, CA, USA. Congratulations and thanks to everyone. It was a wonderful conference in all ways – people, substance, logistics, venue and activities. I thought the program and presentations were superb, and I had terrific conversations with everyone I met. Sincere thanks for inviting me!

Appendix 2					
2018 Global Congress Agenda					
<i>"From Communities to Countries: Visionary Conservation in a Changing World"</i>					
Santiago, Chile					INTERNATIONAL LAND CONSERVATION NETWORK
Wednesday, January 24, 2018					
FIELD TRIP					
13:30-14:00	Welcome, introductions, and presentations				
14:00-16:00		- Overview of Ecology and Land Conservation in Chile - Optional Walks - Opportunities for Networking			
19:00 to 21:00	Welcome Reception				
	Transoceanica				
Thursday, January 25, 2018					
MEETING AGENDA	PLENARY SESSIONS	Conservation Finance	Organization and Governance	Law and Policy	Land Stewardship, Restoration and Management
9:00-10:00	Welcome, Introductions, and Keynote Address				
	Room: Mayo Ballroom				
	Marcelo Mena Carrasco, Minister of the Environment, Republic of Chile				
10:30-12:00	Concurrent Sessions 1	1A: How to fund for the long term: creating financial sustainability Moderator: Judith Labelle	1B: Governance practices for land conservation organizations Moderator: Brendan Foran	1C: Tax fundamentals for land conservation Moderator: Henry Tepper	1D: Conservation and management planning, priority setting, and planning effectiveness Moderator: Lisa McLaughlin
		Room: Mayo Ballroom - Tim Hughes, South Endeavor Trust, Australia - Flavio Ojidos, CNRPPN, Brazil - Roberto Peralta, Peralta, Gutierrez & Asociados, Chile	Room: Siena - Kristina Barnes, NABU, Germany - Victoria Alonso, Templado, Chile - Laura Johnson, ILCN, USA - John Lounds, Nature Conservancy of Canada	Room: Portofino - Philip Tabas, The Nature Conservancy, USA - Tilmann Disselhoff, NABU, Germany - Miguel Zamora, Noguera Larrain & Dulanto, Chile - Victoria Marles, Trust for Nature, Australia	Room: Florencia - Mark Anderson, The Nature Conservancy, USA - Javier Beltran, The Nature Conservancy, Argentina - Geoff Wescott, Deakin University, Australia - Stefan Versweyveld, Natuurpunt, Belgium
12:00-13:00	Lunch				
13:00-14:30	Concurrent Sessions 2	2A: Water fund financing: crafting resilient and practical strategies Moderator: Spencer Meyer	2B: Setting the bar: standards, practices, certification and accreditation Moderator: Laura Johnson	2C: Legal primer I: a guide to servitudes/restrictions/easements in civil code countries Moderator: Pancho Solis	2D: Climate change: planning and managing for an uncertain future Moderator: Andrew Bowman
		Room: Florencia - Spencer Meyer, Highstead Foundation, USA - Maryanne Ramirez, The Nature Conservancy, Chile - Flavio Sciaraffia, GeoAdaptive, Chile/USA - Bert De Bievre, Fondo Para la Proteccion del Agua (FONAG), Ecuador	Room: Siena - Sylvia Bates, Land Trust Alliance, USA - Lisa McLaughlin, Nature Conservancy of Canada - Kiragu Mwangi, BirdLife International, UK - Thierry de l'Escaille, European Landowners' Organization, Belgium	Room: Portofino - Michael Grasty, Grasty Quintana Majlis, Chile - Juan Andres Varas Braun, Fundacion FORECOS, Chile - Jofre Rodrigo, XCT, Catalonia - Carlos Chacon, PACIFICO Foundation, Costa Rica	Room: Mayo Ballroom - Mark Anderson, The Nature Conservancy, USA - Kristijan Civic, Eurosite, Netherlands - Lisa Micheli, Pepperwood Foundation, USA
15:00-16:30	Concurrent Sessions 3	3A: Catalyzing philanthropy for visionary conservation Moderator: Kim Elliman	3B: Thinking strategically: responding to changing needs and conditions Moderator: Emily Myron	3C: Legal primer II: a guide to easements/restrictions/covenants in common law countries Moderator: Henry Tepper	3D: Working lands conservation: sustaining our farms and ranches Moderator: Robert Bonnie
		Room: Florencia - Alan Bannister, Parque Tantauco, Chile - Hernan Mladinic, Tompkins Conservation, Chile - Sacha Spector, Doris Duke Foundation, USA	Room: Portofino - Jennifer Gooden, University of Oxford, USA - Dale Wright, BirdLife South Africa - James Fitzsimons, The Nature Conservancy, Australia - Brendan Foran, Greening Australia	Room: Siena - Sylvia Bates, Land Trust Alliance, USA - Lisa McLaughlin, Nature Conservancy of Canada - Victoria Marles, Trust for Nature, Australia - Mike Daniels, John Muir Trust, Scotland	Room: Mayo Ballroom - Flora Moir, Mexican Fund for the Conservation of Nature - Loring Schwarz, Spannoccchia, Italy - Cristi Gherghiceanu, ADEPT, Romania - Francisco Calabi, Alerce 3000, Chile
18:00-19:00	Reception				
	Room: Tramanto Terrace				
19:00-20:00	Keynote Address				
	Room: Mayo Ballroom				
	Humberto Delgado Rosa, Director for Natural Capital, DG Environment, European Commission				

Friday, January 26, 2018					
MEETING AGENDA	PLENARY SESSIONS	Conservation Finance	Organization and Governance	Law and Policy	Land Stewardship, Restoration and Management
9:00-10:30	Concurrent Sessions 4	4A: Accessing carbon markets for land conservation Moderator: Peter Stein	4B: Working with the private sector to advance conservation Moderator: Tilmann Dissehoff	4C: Legal Primer III: a guide to concessions, leases and self-designated Private Protected Areas Moderator: Stefan Nagel	4D: Measuring success: tracking conservation outcomes Moderator: James Fitzsimons
		Room: Florencia - Andrea Tuttle, consultant in forest and climate policy, USA - Rob Wilson, Nature Conservancy of Canada - Chris Kelly, The Conservation Fund, USA	Room: Mayo Ballroom - Victoria Marles, Trust for Nature, Australia - Rodolfo Camacho and Melinda Macloed, BHP Billiton, Chile - Silvina Guidici, Fundación Villavicencio, Argentina - Juan David Contreras, Arauco, Chile - Steve Tochilin, Delta Airlines, USA	Room: Portofino - Raphael Bille, Pacific Community (SPC), New Caledonia and Hari Balasubramanian, EcoAdvisors, Canada - Jin Tong, The Nature Conservancy China - Agus Budi Utomo, Burung Indonesia - Alex Marsh, SANBI, South Africa	Room: Siena - Jane Hutchinson, Tasmanian Land Conservancy, Australia - Veronica Garcia, Fundacion Vida Silvestre, Argentina - Kiragu Mwangi, BirdLife International, UK
10:30-11:00	Coffee Break				
11:00-12:30	Concurrent Sessions 5	5A: Harnessing private investment capital to accelerate and expand land conservation: the role of impact investors Moderator: Leigh Whelpton	5B: How networks can advance land conservation practice, scope and scale Moderator: Lisa McLaughlin	5C: Developing tax incentives and financial tools for conservation Moderator: Jim Levitt	5D: Conserving land with and for local communities Moderator: Victoria Alonso
		Room: Mayo Ballroom - Leigh Whelpton, Conservation Finance Network, USA - Peter Stein, The Lyme Timber Company, USA - James Fitzsimons, The Nature Conservancy Australia - John Earhart, Global Environment Fund, USA/Africa	Room: Siena - Tilmann Disselhoff, European Private Land Conservation Network - Florencia Morales, Argentinean Network of Natural Private Reserves - Mauricio Moreno, Asi Conserva Chile - Victoria Marles/Jane Hutchinson, Australian Land Conservation Alliance - Sylvia Bates, Land Trust Alliance, USA	Room: Portofino - Philip Tabas, The Nature Conservancy, USA - Candice Stevens, BirdLife South Africa - Jofre Rodrigo, XCT, Catalonia, Spain - Roberto Peralta, Peralta, Gutierrez & Asociados, Chile	Room: Florencia - Mike Daniels, John Muir Trust, Scotland - Ruben Khachatryan, Foundation for the Preservation of Wildlife and Cultural Assets, Armenia - Ana González-Rojas Guix, Huilo Huilo Biological Reserve, Chile - Celia Mahung, Toledo Institute for Development and Environment, Belize
12:30-13:30	Lunch				
13:30-14:30	Concurrent Sessions 6	6A: Green bonds and their potential for advancing land conservation Moderator: Lourdes German	6B: Understanding the Global Context: Linkages with the IUCN and UNDP Moderator: Brent Mitchell	6C: Designing mitigation strategies Moderator: Hari Balasubramanian	6D: Greening infrastructure: a twenty-first century imperative for adaptation Moderator: Jim Levitt
		Room: Florencia - Lourdes German, Lincoln Institute of Land Policy, USA - Eric Letsinger, Quantified Ventures, USA - Hernan Zunino, The Nature Conservancy Argentina	Room: Mayo Ballroom - Brent Mitchell, Quebec Labrador Foundation (QLF), USA - Lance Gloss, Brown University, USA	Room: Siena - Victoria Alonso, Templado, Chile - Gustavo Iglesias, The Nature Conservancy, Argentina - Robert Bonnie, Duke University, USA - Graham Chisholm, Conservation Strategies Group, USA	Room: Portofino - Daniela Martinez, Quintanilla & Busel Niedmann, Chile, Tomas Folch, Universidad Adolfo Ibanez, Chile and Gerard Jadoul, ELIA, Belgium - Emily Moothart and Gerard Cogliano, University of Massachusetts - Javier Beltran, The Nature Conservancy, Argentina
14:30-15:00	Closing Remarks				
	Room: Mayo Ballroom				
	<i>Andrew Bowman, President, Land Trust Alliance</i>				
15:00	Adjournment				

APPENDIX 3

WORKSHOP DESCRIPTIONS, 2018 ILCN GLOBAL CONGRESS

Thursday, January 25th

Concurrent Session 1: 10:30-12:00

Workshop 1A: How to fund for the long term: creating financial sustainability

Room: Mayo Ballroom

Presenters for this workshop:

Tim Hughes, South Endeavor Trust, Australia

Flavio Ojidos, CNRPPN, Brazil

Roberto Peralta, Peralta, Gutiérrez & Asociados

Moderator: Judith Labelle, Glynwood Inc., USA/Costa Rica

Description: Land conservation projects are typically conceived to endure for decades or even perpetuity. Business models that financially sustain such projects are not, however, always built to last for generations. In this session, presenters will describe how they have crafted management and financing strategies that are both durable and flexible so that they may remain effective for the very long term.

Workshop 1B: Organizational practices for land conservation organizations

Room: Siena

Presenters for this workshop:

Kristina Barnes, Germany

Victoria Alonso, Templado, Chile

Laura Johnson, ILCN, USA

John Lounds, Nature Conservancy of Canada

Moderator: Brendan Foran, Greening Australia

Description: This session will explore some basic requirements for creating and sustaining high performing land conservation organizations. Topics to explore include the role of boards, defining mission, strategy and planning, legal compliance, and the use of staff and volunteers.

Workshop 1C: Tax fundamentals for land conservation

Room: Portofino

Presenters for this workshop:

Philip Tabas, The Nature Conservancy, USA

Tilman Disselhoff, NABU, Germany

Miguel Zamora, Noguera Larrain & Dulanto, Chile

Victoria Marles, Trust for Nature, Australia

Moderator: Henry Tepper, Fundacion Tierra Austral, Chile/US

Description: while tax systems vary from jurisdiction to jurisdiction, there are elements that are relevant to land conservation projects and organizations. This workshop will explore common issues and what to be aware of in the land conservation context.

Workshop 1D: Conservation and management planning, priority setting, monitoring and assessment

Room: Florencia

Presenters for this workshop:

Mark Anderson, The Nature Conservancy, USA

Javier Beltran, The Nature Conservancy, Argentina

Geoff Wescott, Deakin University, Australia

Stefan Versweyveld, Natuurpunt, Belgium

Moderator: Lisa McLaughlin, Nature Conservancy of Canada

Description: A review of key elements of conservation planning and management from a number of different organizations and jurisdictions. Common approaches and possible best practice will be discussed and explored.

Concurrent Session 2: 13:00-14:30

Workshop 2A: Water fund financing: crafting resilient and practical strategies

Room: Florencia

Presenters for this workshop:

Spencer Meyer, The Highstead Foundation/Harvard Forest, USA

Maryann Ramirez Castilo, The Nature Conservancy, Chile

Flavio Sciaraffia, GeoAdaptive, Chile/USA

Bert de Bievre, FONAG, Ecuador

Moderator: Spencer Meyer, The Highstead Foundation/Harvard Forest, USA

Description: Communities across the U.S. and globally are increasingly recognizing the vital role land conservation plays in protecting drinking water sources, mitigating flood risks, and maintaining healthy ecosystems. Conservationists can play a key role in bringing together unlikely partnerships of water utilities, landowners, private sector industry such as beverage bottlers/manufacturers and government agencies. In this panel, presenters will share examples of conserving forests and water while providing biodiversity conservation, recreational and other community benefits.

Workshop 2B: Setting the bar: standards, practices, certification and accreditation

Room: Siena

Presenters for this workshop:

Sylvia Bates, Land Trust Alliance, USA

Lisa McLaughlin, Nature Conservancy of Canada, Canada

Kiragu Mwangi, BirdLife International, UK

Thierry de L'Escaille, European Landowners Organization, Belgium

Moderator: Laura Johnson, ILCN, USA

Description: The land conservation community must be committed to upholding the public's confidence in land conservation. The trust and confidence of donors, partners, government and the public at large is essential to the long-term success of land conservation efforts regardless of geography. This workshop will explore different approaches to setting standards, developing best practices and establishing systems to gain compliance and continual improvement.

Workshop 2C: Legal primer I: a guide to servitudes/restrictions/easements in civil code countries

Room: Portofino

Presenters for this workshop:

Michael Grasty, Grasty, Quintana, Majlis, Chile

Juan Andres Varas Braun, Fundacion Forecos, Chile

Jofre Rodrigo, Xarxa de Custòdia del Territori

Carlos Chacon, PACIFICO Foundation, Costa Rica

Moderator: Francisco (Pancho) Solis, Pew Charitable Trust, Chile

Description: These conservation leaders will discuss how their organizations and countries have approached the need to create strong private lands conservation agreements, and whether they have also pursued, or intend to pursue, passing enabling legislation that might strengthen or codify these agreements. They will discuss opportunities and challenges posed by developing private lands conservation agreements in Civil Law, including, but not limited to, whether the agreements are legally binding on the land or the landowner, whether they are term or perpetual in nature, and whether and how they can be monitored and enforced. This session is designed for attendees interested in comparing and contrasting private lands conservation agreements in Civil and Common Law Countries (which will be discussed in Workshop 3C), or as a stand-alone discussion.

Workshop 2D: Climate change: planning and managing for an uncertain future

Room: Mayo Ballroom

Presenters for this workshop:

Mark Anderson, The Nature Conservancy, USA

Kristijan Civic, Eurosite, Netherlands

Lisa Micheli, Pepperwood Preserve, California USA

Moderator: Andrew Bowman, Land Trust Alliance, USA

Description: How best to address the impact of climate change in our work is one of the most important questions for conservationists today. How do we choose projects in the context of climate change? What assumptions can we make about stewardship and management? How can we make our management plans and agreements flexible enough to endure in a changing landscape?

Concurrent Session 3: 15:00-16:30

Workshop 3A: Catalyzing philanthropy for visionary conservation

Room: Florencia

Presenters for this workshop:

Alan Bannister, Tantauco, Chile

Hernan Mladinic, Tompkins Conservation, Chile

Sacha Spector, Doris Duke Foundation, USA

Moderator: Kim Elliman, The Open Space Institute, USA

Description: To persist in the conception, pursuit, completion and stewardship of complex conservation projects requires vision – philanthropists are sometimes the source of these catalytic visions, working across geographic borders and planning for far into the future. On every continent on earth, visionaries have worked, sometimes over the span of many years, to realize remarkable conservation visions, achieving long-term protection status across large landscapes. Several such visionary efforts will be discussed in this session.

Workshop 3B: Thinking strategically: responding to changing needs and conditions

Room: Portofino

Presenters for this workshop:

Jennifer Gooden, University of Oxford

Dale Wright, Birdlife South Africa

James Fitzsimons, TNC Australia

Brendan Foran, Greening Australia

Moderator: Emily Myron. ILCN, USA

Description: Land conservation work is relentless; there is always more to do than it feels like there is time to do it in. Nonetheless we need to step back and consider whether we are working as efficiently and effectively as possible. Does our work have unintended consequences that we should be thinking about? How do we engage our donors, members and partners in our work?

Workshop 3C: Legal primer II: A guide to easements/restrictions/covenants in common law countries

Room: Siena

Presenters for this workshop:

Sylvia Bates, Land Trust Alliance, USA

Lisa McLaughlin, Nature Conservancy of Canada

Victoria Marles, Trust for Nature, Australia

Mike Daniels, John Muir Trust, Scotland

Moderator: Henry Tepper, Fundacion Tierra Austral, Chile/US

Description: The panelists will provide comprehensive information about the core agreement that their organizations and countries use to protect private lands. These include conservation covenants in Australia and Scotland and conservation easements in Canada and the United States. The presenters will also discuss the similarities and differences of their respective agreements, addressing such issues as the agreements' unique suitability to Common Law, their special focus on protecting ecological features or working landscapes, or both, their accommodation or prohibition of limited real estate development, and the importance of financial incentives to landowners, or lack thereof. This session is designed for attendees interested in comparing and contrasting private lands conservation agreements in Common and Civil Law Countries (which will be discussed in Workshop 2C), or as a stand-alone discussion.

Workshop 3D: Working lands conservation: sustaining our farms and ranches

Room: Mayo Ballroom

Presenters for this workshop:

Flora Moir, Mexican Fund for the Conservation of Nature

Loring Schwarz, Spannocchia, Italy

Cristi Gherghiceanu, ADEPT, Romania

Francisco Calabi, Alerce 3000, Chile

Moderator: Robert Bonnie, Duke University, USA

Description: Land conservation frequently takes place in the context of lands that are – or could be – in “productive” use for food, fiber or to meet other human needs. This workshop will explore the many challenges associated with ensuring conservation outcomes on working lands around the world, as well as present some solutions that show this doesn’t need to be an ‘either/or’ question.

Friday, January 26th

Concurrent Session 4: 9:15-10:45

Workshop 4A: Accessing carbon markets for land conservation

Room: Florencia

Presenters for this workshop:

Andrea Tuttle, Consultant in forest and climate policy, USA

Rob Wilson, Nature Conservancy of Canada

Chris Kelly, Conservation Fund, USA

Moderator: Peter Stein, The Lyme Timber Company, USA

Description: Carbon emission reductions through reforestation, avoided deforestation, improved forest management, improved management of grasslands and agricultural properties, and the restoration of wetlands and peatlands may prove to be critically important to global efforts to address climate change. Carbon markets, from California to China, are proving to be a highly effective means to finance such actions. Panelists in this session will provide seasoned insight into the strengths and challenges associated with the development of carbon markets.

Workshop 4B: Working with the private sector to advance conservation

Room: Mayo Ballroom

Presenters for this workshop:

Victoria Marles, Trust for Nature, Australia

Rodolfo Camacho and Melinda Macloed, BHP Billiton, Chile

Silvina Guidici, Fundación Villavicencio, Argentina

Juan David Contreras, Arauco, Chile

Steve Tochilin, Delta Airlines, USA

Moderator: Tilmann Disselhoff, NABU, Germany

Description: there are many opportunities for land conservation organizations to work with corporate, business and private sector partners. This workshop will: explore examples of successful partnerships; consider the challenges to working with the private sector; and identify best practices to consider prior to engaging in similar projects.

Workshop 4C: Legal Primer III: a guide to concessions, leases and self-designated Private Protected Areas

Room: Portofino

Presenters for this workshop:

Raphael Bille, SPC, New Caledonia and Hari Balasubramanian, EcoAdvisors, Canada

Jin Tong, The Nature Conservancy, China

Agus Budi Utomo, Burung Indonesia (BirdLife), Indonesia

Alex Marsh, SANBI, South Africa

Moderator: Stefan Nagel, ILCN, USA

Description: The third part of the legal primer focuses on another core group of primarily, but not exclusively, contractual private lands conservation tools. The panelists will discuss entering into leases to protect land, securing long-term conservation and sustainable land use concessions, and working with landowners who voluntarily designate and protect their properties. The presenters will also address the challenges and opportunities of these approaches, including monitoring and enforcement and securing legally binding agreements.

Workshop 4D: Measuring success: tracking conservation outcomes

Room: Siena

Presenters for this workshop:

Jane Hutchinson, Tasmanian Land Conservancy, Australia

Veronica Garcia, Fundación Vida Silvestre, Argentina

Kiragu Mwangi, Birdlife International, UK

Moderator: James Fitzsimons, The Nature Conservancy, Australia

Description: After the legal agreements have been signed, a management plan devised, and time has passed, there remains the most important question – are our management and stewardship activities accomplishing what we intended? Are the assumptions we made at the outset of a project proving to be true, or do we need to adjust them? What should we be measuring, and why? These questions can be asked for projects at any scale, and apply also at the organizational level.

Concurrent Session 5: 11:10-12:30

Workshop 5A: Harnessing private investment capital to accelerate and expand land conservation: the role of impact investors

Room: Mayo Ballroom

Presenters for this workshop:

Leigh Whelpton, The Conservation Finance Network, USA

Peter Stein, The Lyme Timber Company, USA

James Fitzsimons, The Nature Conservancy, Australia

John Earhart, Global Environment Fund, USA

Moderator: Leigh Whelpton, The Conservation Finance Network, USA

Description: Over the past century, the public sector was the predominant funder of land conservation projects, creating national parks, national forests and wildlife refuges in countries around the world. More recently, inventive conservation finance practitioners have discovered myriad ways to bring private capital to the effort – for example, funding for-profit mitigation banks and providing impact capital to fund the acquisition and stewardship of working forests and farmlands. The workshop will explore several of these private and civic funding methods in depth.

Workshop 5B: How networks can advance land conservation practice, scope and scale

Room: Siena

Presenters for this workshop:

Tilman Disselhoff, European Private Land Conservation Network

Florencia Morales, Argentinean Network of Natural Private Reserves

Mauricio Moreno, Asi Conserva Chile

Victoria Marles/Jane Hutchinson, Australian Land Conservation Alliance

Sylvia Bates, Land Trust Alliance, USA

Moderator: Lisa McLaughlin, Nature Conservancy of Canada

Description: Starting 35 years ago with the Land Trust Alliance in the US, networks are playing an increasingly important role in developing, convening and building capacity for private land conservation throughout the world. What are the lessons learned from developing effective networks, how important are they to creating capacity and building durable organizations to carry out land conservation now and in the long term?

Workshop 5C: Developing tax incentives and financial tools for conservation

Room: Portofino

Presenters for this workshop:

Philip Tabas, The Nature Conservancy, USA

Candice Stevens, BirdLife International, South Africa

Jofre Rodrigo, Xarxa de Custòdia del Territori, Catalonia, Spain

Roberto Peralta, Peralta, Gutierrez, Asociados, Abogados, Chile

Moderator: Jim Levitt, Lincoln Institute of Land Policy, USA

Description: Conservation leaders in several geographies around the world believe that establishing tax and other financial incentives is critical to increasing the numbers of private landowners taking voluntary action to protect their properties. The panelists will discuss the current laws of their respective countries, ranging from long-standing statutes that provide tax savings in exchange for private land conservation, to new initiatives to create incentives. Panelists will also discuss their thoughts on how important such incentives have been in increasing the pace of land conservation.

Workshop 5D: Conserving land with and for local communities

Room: Florencia

Presenters for this workshop:

Mike Daniels, John Muir Trust, Scotland

Ruben Khachatryan, Foundation for the Preservation of Wildlife and Cultural Assets, Armenia

Ana González-Rojas Guix, Huilo Huilo Biological Reserve, Chile

Celia Mahung, TIDE, Belize

Moderator: Victoria Alonso, Templado, Chile

Description: All land protection projects occur in the setting and context of the local communities in which the project is situated. Best practice suggests that authentically engaging local people in decision-making is most likely to ensure long-term success for a project. This workshop will explore examples of community engagement and suggest tools and approaches that will engage and incorporate local knowledge, rights and expectations.

Concurrent Session 6: 13:30-14:30**Workshop 6A: Green bonds and their potential for advancing land conservation**

Room: Florencia

Presenters for this workshop:

Lourdes German, Lincoln Institute of Land Policy, USA

Hernan Zunino, The Nature Conservancy, Argentina

Eric Letsinger, Quantified Ventures, USA

Moderator: Lourdes German, Lincoln Institute of Land Policy, USA

Description: The Green Bond market across the globe has grown dramatically in the past decade. According to the Climate Bond Initiative, some \$US 83 billion were issued in the first 9 months of 2017. Experts in the field will present specific financing examples that illustrate the significance and dynamism of this market, and discuss its relevance to conservation practitioners.

Workshop 6B: IUCN PPA Specialist Group: best practice guidelines

Room: Mayo Ballroom

Presenters for this workshop:

Brent Mitchell, Quebec Labrador Foundation (QLF), USA

Lance Gloss, Brown University, USA

Moderator: Brent Mitchell, QLF, USA

Description: Brent Mitchell is the leader of the PPA specialist group of the IUCN and has been leading an effort over several years to devise best practice guidelines for privately protected areas. Brent will share a draft of the guidelines for discussion and input. In addition, the ILCN and UNDP have worked together in the past year to assess and record the status of private protected areas around the world. Lance Gloss will provide an update on that effort.

Workshop 6C: Designing Mitigation Strategies

Room: Siena

Presenters for this workshop:

Victoria Alonso, Templado, Chile

Gustavo Iglesias, The Nature Conservancy, Argentina

Robert Bonnie, Duke University, USA

Graham Chisholm, Conservation Strategy Group, USA

Moderator: Hari Balasubramanian, Eco-Advisors, US and Canada

Description: In addition to an overview of mitigation, the presenters will discuss innovative strategies that integrate required mitigation funding or actions from industrial activities and impacts into land and water conservation projects. Mitigation is increasingly being mandated and used on both a project-by-project basis, and in larger comprehensive strategies.

Workshop 6D: Greening infrastructure: a twenty-first century imperative for adaptation

Room: Portofino

Presenters for this workshop:

Daniela Martinez, Quintanilla & Busel Niedmann, Chile, Tomas Folch, Universidad Adolfo Ibanez, Chile and

Gerard Jadoul, ELIA, Belgium

Emily Moothart and Gerard Gogliano, University of Massachusetts, USA

Javier Beltran, The Nature Conservancy, Argentina

Moderator: Jim Levitt, Lincoln Institute of Land Policy, USA

Description: Projections are that infrastructure investments in the next several decades may amount to \$90 to \$95 trillion. These investments will have an unprecedented impact on earth systems in the era of climate change. This session explores how we can engage in “greening” the gray (built) infrastructure to enhance its conservation value, and how we might protect existing green networks (for example, watersheds) to continue to provide essential ecosystem services.

Appendix 4

ILCN 2018 Global Congress Roster



First Name	Last Name	Organization	Country
Joaquin	Acosta	Emiliana Organic Vinyards	Chile
Matías	Alcade	Fundación Punta de Lobos	Chile
Victoria	Alonso	Templado	Chile
Mark	Anderson	The Nature Conservancy	United States
Constanza	Araya	Quintanilla & Busel Niedmann	Chile
Hari	Balasubramanian	EcoAdvisors	Canada
Alan	Bannister Hepp	Parque Tantauco	Chile
Kathy	Barclay	Asesorías KCB Ltda., American-Chilean Chamber of Commerce	Chile
Kristina	Barnes	NABU	Germany
Henrique	Barros	Instituto Estadual do Ambiente - INEA (Environmental Agency, Rio de Janeiro State)	Brazil
Sylvia	Bates	Land Trust Alliance	United States
Martin	Becker	Becker Gestión Ambiental	Chile
Javier	Beltran	The Nature Conservancy	Argentina
Ralph	Benson	Chile-California Exchange	United States
Raphaël	Billé	Pacific Community (SPC)	New Caledonia
Robert	Bonnie	Duke University	United States
Pablo	Bosch	Las Majadas de Pirque	Chile
Andrew	Bowman	Land Trust Alliance	United States
Agus	Budi Utomo	Burung Indonesia	Indonesia
Beatriz	Bustos O.	Fundacion Mar Adentro	Chile
Laura	Cabargas	Delta Air Lines	Chile
Francisco	Calabi	Fundacion Alerce 3000	Chile
Rodolfo	Camacho	BHP Billiton	Chile
Arturo	Carballo Madrigal	Costa Rican International Law Association	Costa Rica
Armando	Carbonell	Lincoln Institute of Land Policy	United States
Yendery	Cerda Cortés	CODEFF	Chile
Carlos	Chacon	Fundacion PACIFICO	Costa Rica
Graham	Chisholm	Conservation Strategy Group	United States
Kristijan	Civic	Eurosite	Netherlands
Gerard	Cogliano	University of Massachusetts, Boston	United States
Juan David	Contreras	Arauco	Chile
Oscar	Contreras	Ecoscience Foundation Chile	Chile
Max	Correa	Municipalidad Zapallar	Chile

Sergio	Corvalan	Superintendency of Electricity and Fuels	Chile
Enrique	Cruz	Fundacion Forecos	Chile
Mike	Daniels	John Muir Trust	Scotland
Bert	De Bievre	Fondo Para la Proteccion del Agua (FONAG)	Ecuador
Thierry	de l'Escaille	European Landowners' Organization	Belgium
Lorenzo	de Rosenzweig	Mexican Fund for the Conservation of Nature	Mexico
Doug	DeAngelis	Private Land Conservationist	United States
Humberto	Delgado Rosa	European Comission	Belgium
Angela	Delorenzo	LAND Arquitectos	Chile
Tomas	Dinges	Parque Andino Juncal	Chile
Tilman	Disselhoff	NABU	Germany
Michael	Dowling	Land Trust Alliance	USA
John	Earhart	Global Environment Fund	United States
Kim	Elliman	The Open Space Institute	United States
James	Fitzsimons	The Nature Conservancy	Australia
Diego	Flores	Protected Areas Department, Ministerio del Medio Ambiente	Chile
Peter	Flottmann	Greening Australia	Australia
Tomas	Folch	Universidad Adolfo Abanez	Chile
Pedro	Fontecilla	Inmobiliaria Las Casas	Chile
Brendan	Foran	Greening Australia	Australia
Gabriela	Franco	Fundación Tierra Austral	Chile
Ellen	Fred	Conservation Partners PLLC	United States
Verónica	García	Fundacion Vida Silvestre Argentina	Argentina
Anton	Gazenbeek	ILCN Steering Committee	Belgium
Lourdes	German	Lincoln Institute of Land Policy	United States
Crisiti	Gherghiceanu	Fundatia ADEPT Transilvania	Romania
Liliana	Gherghiceanu	Fundatia ADEPT Transilvania	Romania
Silvina	Giudici	Fundación Villavicencio	Argentina
Lance	Gloss	Brown University	United States
Ana	González-Rojas Guix	Huilo Huilo Biological Reserve	Chile
Jennifer	Gooden	University of Oxford	United Kingdom/ United States
Michael	Grasty	Grasty Quintana Majlis	Chile
Roberta	Guagliardi	Private Reserves Program of Rio de Janeiro	Brazil
Tim	Hughes	South Endeavour Trust	Australia
Maria Olivia	Humphreys	Parque Tantauco (Bancard)	Chile
Madeline	Hurtado	Fundación Mar Adentro	Chile
Pamela	Hurtado	Fundación Cosmos	Chile
Jane	Hutchinson	Tasmanian Land Conservancy	Australia
Gustavo	Iglesias	The Nature Conservancy	Argentina
Gerard	Jadoul	Life Elia	Belgium
Will	Jason	Lincoln Institute of Land Policy	United States

Tong	Jin	The Nature Conservancy	China
Laura	Johnson	ILCN, Lincoln Institute of Land Policy	United States
Luis	Jordao	Montis	Portugal
Chris	Kelly	The Conservation Fund	United States
Catherine	Kenrick	Parque Andino Juncal	Chile
Ruben	Khachatryan	Foundation for the Preservation of Wildlife and Cultural Assets	Armenia
Charlie	Kimber	Arauco	Chile
Sally	King	South Endeavour Trust	Australia
Tom	Kirschey	NABU	Germany
Judith	LaBelle	Glynwood, Inc..	Costa Rica/ United States
Antonio	Lara	Fundacion Forecos	Chile
Charles	Lester	Institute of Marine Sciences, University of California, Santa Cruz	United States
Eric	Letsinger	Quantified Ventures	United States
Jim	Levitt	Lincoln Institute of Land Policy	United States
Zhi	Liu	Lincoln Institute of Land Policy	China
Rafael	Lotfi	Pacianotto, Fernandes & Lotfi Lawyer Society and IPÊ - Instituto de Pesquisas Ecológicas	Brazil
John	Lounds	Nature Conservancy of Canada	Canada
Stephen	Mack	Guanacaste Fund	Costa Rica
Melinda	Macleod	BHP Billiton Foundation	Australia
Rosa	Madera Núñez	Empatthy	Chile
Celia	Mahung	Toledo Institute for Development and Environment	Belize
Victoria	Marles	Trust for Nature	Australia
Alex	Marsh	SANBI	South Africa
Daniela	Martinez	Quintanilla & Busel Niedmann	Chile
Rodrigo	Mata	Huilo Huilo Biological Reserve	Chile
Lisa	McLaughlin	Nature Conservancy of Canada	Canada
Carlos	Mendoza	Fundación Mar Adentro	Chile
Spencer	Meyer	Highstead Foundation and Harvard Forest	United States
Lisa	Micheli	Pepperwood Foundation	United States
Alejandro	Mitarakis G.	Emiliana Organic Vinyards	Chile
Brent	Mitchell	Quebec Labrador Foundation	United States
Hernán	Mladinic	Fundación Pumalín	Chile
Flora	Moir	Mexican Fund for the Conservation of Nature	Mexico
Emily	Moothart	University of Massachusetts, Boston	United States
Florencia	Morales	Red Argentina de Reservas Naturales Privadas	Spain/Argentina
Mauricio	Moreno	ASI Conserva Chile	Chile
Francisco	Morey	Fundacion Forecos	Chile
Larry	Morris	Quebec Labrador Foundation	United States

Kiragu	Mwangi	BirdLife International	United Kingdom
Emily	Myron	ILCN, Lincoln Institute of Land Policy	United States
Stefan	Nagel	Conservation Consultant	United States
Flávio	Ojidos	National Confederation of Natural Heritage Private Reserves (CNRPPN)	Brazil
Jessica	Owley	SUNY - Buffalo	United States
Roberto	Peralta	Peralta, Gutierrez & Asociados	Chile
Guillermo	Pérez	Global Alliance for Animals and People	Chile
Stefano	Picchi	WWF - OASI	Italy
Constanza	Pinochet	ASI Conserva Chile	Chile
Jose Antonio	Prado	Ministry of Agriculture	Chile
Neida	Pumarejo-Cintron	Para La Naturaleza	United States
Miquel	Rafa	Fundacio Catalunya La Pedrera	Spain
Maryanne	Ramirez	The Nature Conservancy	Chile
María Olivia	Recart	BHP Billiton	Chile
Jose	Rehbein	University of Queensland	Australia/Chile
Marcela	Renteria	DRCLAS, Harvard University	Chile
Diego	Rigo-Righi	Pic: Preserve in Comunity	Chile
Carmen Rosa	Ringeling	Parque El Boldo	Chile
Marcelo	Ringeling	Templado	Chile
Jofre	Rodrigo	Xarxa de Custòdia del Territori (XCT)	Spain
Javier	Salvatierra	Fundación Plantae	Chile
Javier	Sanchez	Fundacion Mustakis	Chile
Sam	Schuchat	California State Coastal Conservancy	United States
Loring	Schwarz	Friends of Spannocchia	United States
Flavio	Sciaraffia	GeoAdaptive	Chile
Carolina	Sepúlveda	Parque Tantauco	Chile
Claudia	Silva	WCS Chile	Chile
Marion	Silva	Fundacao Grupo Boticario	Brazil
Jivan	Sobrinho-Wheeler	Lincoln Institute of Land Policy	United States
Francisco Pancho	Solis-Germani	The Pew Charitable Trusts	Chile
Sacha	Spector	Doris Duke Charitable Foundation	United States
Peter	Stein	The Lyme Timber Company	United States
Candice	Stevens	BirdLife South Africa	South Africa
Ned	Strong	DRCLAS	United States
Phil	Tabas	The Nature Conservancy	United States
Diego	Tabilo	Fundacion Tierra Austral	Chile
David	Tecklin	Universidad Austral de Chile/ Pew Charitable Trusts	Chile
Henry	Tepper	Fundacion Tierra Austral	United States
Steve	Tochilin	Delta Air Lines	United States
Jorge	Trivino	Delta Air Lines	Chile

Andrea	Tuttle	Forest and Climate Policy	United States
Diego	Urrejola	Fundación Cosmos	Chile
Cristobal	Valenzuela	LAND Arquitectos	Chile
Juan Andrés	Varas Braun	Fundación FORECOS	Chile
Inao	Vásquez	Fundación FORECOS	Chile
Stefan	Versweyveld	Natururpunt	Belgium
Cynthia	Vitale	Conservation Strategy Group	United States
Patricio	Walker	Senado de la Republica de Chile	Chile
Grace	Weatherall	Quebec Labrador Foundation	United States
Geoff	Wescott	Deakin University	Australia
Leigh	Whelpton	The Conservation Finance Network	United States
John	Whitelaw	Pichimahuida	Chile
Michael	Williams	former Deputy Chair Nature Conservation Trust of NSW Australia	Australia
Robert	Wilson	Nature Conservancy of Canada	Canada
Dale	Wright	BirdLife South Africa	South Africa
Miguel	Zamora	Noguera Larrain & Dulanto	Chile
Felipe	Zegers	FZW Conservation + Sustainability	Chile
Hernan	Zunino	The Nature Conservancy	Argentina

Appendix 5

Congress Attendee Bios



Joaquin Acosta works in the Sustainability department at Emiliana. His work is focused in 3 areas: promoting biodiversity on the farm, energy and waste management.

Matías Alcalde has a Civil Engineering degree with a specialty in Hydraulics from Universidad Católica de Chile. He was one of the founders of the NGO Costa Sur, which mobilized more than 3,000 volunteers to work on the coast between Cobquecura and Curanipe the week after the earthquake and tsunami that hit in Chile in 2010. In 2012, he formed GiveSurf Foundation which is dedicated to establishing extra-curricular surf-based programs in coastal communities throughout Chile, with five active communities to date: Arica, Cartagena, Matanzas, Pichilemu and Mehuin. He has also worked professionally as a water resources engineer, project developer, financial controller and hotel manager.



In 2013, he was chosen as one of Chile's Young Leaders on by El Mercurio's 100 Young Leaders program. He was subsequently invited to participate in the E-ship project (Entrepreneur Ship), an initiative organized by the Universities of Stanford, Católica and Desarrollo, achieving the first place in the Canvas business model for his project "How to strengthen relations between Chile and California." He currently serves as Executive Director of the Punta de Lobos Foundation—founded by Nicholas Davis—whose mission is to establish a perpetual Conservation project on the coastal edge of Punta de Lobos and to expand this example to safeguard the natural coastal edge of Chile. The project aims to work in a collaborative manner with other environmental organizations for sustainable territorial planning, which can provide a balanced progress that considers human and ecosystem well-being for future settlements expanding along Chile's coast.

Victoria Alonso is partner at Templado, a private business oriented at providing consulting services for conservation. She is also Chair of the Board of Fundación Tierra Austral, one of Chile's first land trusts.



Previously, she worked as the private lands coordinator at The Nature Conservancy (TNC) of Chile, where she was in charge of looking for mechanisms that can enhance private conservation in the Chilean Mediterranean habitat. She also coordinated a group of people looking for innovative tools that create legal incentives for private conservation in Chile. This group was able to introduce, for the first time in Latin America, a proposal to amend the civil code in order to create a *derecho real de conservación*, analogous to a conservation easement adapted to the Chilean legal system. Alonso also worked for seven years at the Environmental Agency, CONAMA, where she produced and got approval in December 2004 of the Chilean National Biodiversity Strategy. She received her MSc in Environmental Sustainability from the University of Edinburgh, and is currently living in Santiago, Chile.

Mark Anderson provides science leadership, ecological analysis, and landscape assessments for conservation efforts across twenty-two states in the Eastern United States. He holds a Ph.D. in Ecology from University of New Hampshire and has worked as a conservation scientist for over 30 years, 25 with The Conservancy. He has published widely on climate change resilience, large landscape conservation, biodiversity, and forest dynamics. A co-author of the National Vegetation Classification, his current research interests focus on the intersection between ecological services, biodiversity, and geophysical properties. He manages a team of six scientists specializing in landscape ecology, aquatic biology, marine spatial planning, and regional data management. In 2017, Mark received The Nature Conservancy's Conservation Achievement award.



Constanza Araya is a graduate with pending degree at Law School of Universidad de Chile.

Hari Balasubramanian has worked for over 15 years in international conservation and development with a core expertise in developing and communicating the business value of sustainability solutions. He is driven by impact and the goals are clear: a healthy planet, stable climate, abundant and diverse wildlife, prosperous communities and flowing, clean fresh water; not as a cost to society, but as an opportunity and under-recognized business value. Hari has deep and expansive field experience at the front-lines of sustainability. Starting with coastal and marine projects in Portugal, Barbados, Malaysia, the Maldives and Cuba, he later led the monitoring and evaluation function at Conservation International, where he was responsible for the impact of over 150 projects in 45 countries. Working with communities on the ground was deeply fulfilling, but Hari always felt that something was missing. The constant scrambling for philanthropy meant that good people couldn't do enough good work, and he saw firsthand that the magnitude of the sustainability challenge could not be addressed through donations alone. In September 2012, he decided to trade in his SCUBA gear for a business suit and founded EcoAdvisors, a consulting firm with a specific focus on enduring sustainability solutions through philanthropy and corporate operations and culture change. The firm has since built a diverse portfolio of work and network of partners. Hari holds a BSc in Biology from McGill University and an MSc in Geography (Distinction) from Oxford University. He currently sits on the Boards of the Nova Scotia Nature Trust, The Oceanic Society and the Valdivian Coastal Reserve Trust, as well as the international High Level Advisory Committee for Colombia Sostenible. Hari presents at popular and academic settings worldwide, largely about his luck stumbling into the sustainability field and the interface of business and positive societal impact.



Alan Bannister Hepp has been working in Tantauco Park since the beginning of this conservation project in Chiloé. Tantauco is one of the biggest private conservation parks in Chile, with 118.000 ha, preserving pristine areas of Cypress forest, wetlands, and evergreen forests.



With a background in Agricultural studies, a master degree in Rural Development and a postgraduate certificate in Parks and Recreation, Alan has been leading in the field, for the last 10 years, the conservation team that has create 130 km of trails, a successful environmental education program and the native forest restoration program. Additionally, he is a passionate photographer, sea kayaker and loves trekking.

Kathleen Barclay is Principal of Asesorías KCB Ltda. She is a member of the several Boards of Directors in Chile, the United States, as well as Colombia, and is active in cultural and academic affairs including participation as a member of the Advisory Editorial Committee of El Diario Financiero, a member of the Board of the Universidad Adolfo Ibáñez, a member of the Advisory Board of the Centro de Estudios Públicos, and President of the Advisory Board of Endeavor-Chile. She is Past President of the Chilean American Chamber of Commerce in Chile. She is a member of the Council of the Americas and the US Chamber of Commerce. Additionally, she serves as a member of the Advisory Council to the Wildlife Conservation Society (WCS) in Chile.



Prior to 2001, Ms. Barclay had a 23-year career in J. P. Morgan Chase, including assignments in New York, London and Santiago. She ran the Latin American Corporate Credit Area in the early 1980s and was Director of Investment Banking in London covering Latin American multinational advisory and capital markets from 1988-1992. From 1992 through 2000, Ms. Barclay was responsible for the Bank's business in Chile with an emphasis on cross-border transactions and investment banking services.

She has a B.S. in Foreign Service from Georgetown University in Washington, D.C with a focus in international economics.

Kristina Barnes is the technical assistant of the EU-funded project "Development of a European Private Land Conservation Network" (LIFE ELCN). She holds an M.Sc. in Biodiversity, Ecology and Evolution from University of Göttingen, Germany and has done field work in Ecuador, Indonesia and Mongolia during her studies. After graduating, she



joined the NABU Team as EU Conservation Policy Officer in 2015 and has worked extensively on various EU policy related issues such as the EU's Biodiversity Strategy, the Fitness Check of the EU Nature Directives, the Natura 2000 network (the largest network of protected areas in the world), and on EU Funding for Biodiversity and EU Budget. Furthermore, she has acquired extensive experience in project management and public communications. So far, Kristina has predominantly worked on public funding opportunities. She is, therefore, particularly excited to be part of the ELCN project and curious to learn more about private land conservation strategies and tools used in other EU Member States and around the world.

Henrique Barros holds a degree in Biological Sciences from the Federal University of Rio de Janeiro (UFRJ; 2005-2010) and a Master's degree in tropical forest sciences from the National Institute of Amazonian Research (INPA; 2011-2013).



In 2014, he was admitted by the state environmental institute (INEA) to work with the forest service (GESEF) to develop a management model for large forest restoration projects in the state of Rio de Janeiro. A series of results from this project were compiled on this site:

<https://www.restauracaoflorestalrj.org/> highlighting the publication of the Resolution INEA N° 143/2017, that creates the state system of monitoring and evaluation of forest restoration (SEMAR) and establishes the guidelines and criteria on the preparation, implementation, and monitoring of forest restoration projects in the state of Rio de Janeiro.

In 2016, he worked in the conservation units sector of INEA in the coordination and elaboration of the management plan of the José Zago State Forest. In 2017, he joined the Private Reserves of Natural Heritage (RPPN), where he has been working on the planning and execution of field surveys, procedural analysis, preparation of technical opinions, organization of scientific meetings, conducting lectures and training between other activities aimed at the creation of private reserves in the state of Rio de Janeiro.

Sylvia Bates is the director of standards and educational services for the Land Trust Alliance and, since 2006, leads the Alliance's work on Land Trust Standards and Practices, land trust assessments, the Standards and Practices



Curriculum and other cutting-edge issues. Sylvia also serves as the liaison between the Land Trust Alliance and the Land Trust Accreditation Commission, an independent program of the Land Trust Alliance, and is a member of the ILCN steering committee. She has worked in the land conservation field since 1987, most recently as an independent consultant. She was formerly the director of land protection for the Society for the Protection of New Hampshire Forests. Sylvia has a degree in environmental biology from Yale University and has done graduate work at the Yale School of Forestry.

Martin Becker is an independent consultant in the field of conservation and environmental management. His areas of expertise include organization strategy, conservation finance and applied public-private partnerships for managing protected areas. He recently graduated from Yale University where he obtained a master's degree at the School of Forestry & Environmental Studies. His past working experience include organizations such as Tompkins Conservation, the Ministry of Public Lands and the Undersecretary of Tourism at the Government of Chile.



His current professional focus is the development of long-term financing solutions for National Parks in Patagonia. He is also supporting a private conservation initiative in southern Chile and expects to become increasingly involved in the emergence of a private conservation movement in this country.

Javier Beltran is a Conservation Biologist from Argentina, passionate about nature (and birds, in particular), and working actively to harmonize conservation and sustainable production across fully functional landscapes. He has been engaged in private land conservation since the early 1990's with



the conviction that landholders have a key role to play in restoring and preserving natural capital and associated environmental services – and getting concrete benefits from this contribution. Since 2008, he has been at The Nature Conservancy in southern Argentina, and recently moved back to Buenos Aires, where he is now leading a Lands Strategy for the country.

Ralph Benson retired and is working on projects of interest, including linking conservationists in Chile and California. Over his career he served as executive director of the Sonoma Land Trust (2003-2015), where he led the organization through a period of exceptional, financially solid growth with major enduring land conservation achievements on the Sonoma Coast, San Pablo Bay and throughout Sonoma County; and as general counsel, executive vice president and chief operating officer of The Trust for Public Land (1979-2003), where he played a leading role in building TPL into one of America's premier land conservation organizations focusing on land for people. Earlier in his career Ralph was a land use attorney in Southern California. He has degrees from Occidental College, UCLA and the Boalt Hall School of Law at the University of California at Berkeley. Ralph lives in Berkeley, California and has daughters and grandchildren in Durango, Colorado and Austin, Texas.



Raphaël Bille joined the Pacific Community (SPC) in New Caledonia in 2014 to take on the position of RESCCUE Project Coordinator. RESCCUE is a Pacific-wide resilience building initiative promoting integrated approaches and more informed use of economic valuations as well as innovative financial mechanisms. Before that, Raphaël led for 7 years the development and management of both Biodiversity and Climate Change Adaptation programmes at the Institute for Sustainable Development and International Relations (IDDRI) – a Paris-based, non-profit think tank undertaking independent research and providing innovative policy solutions.



Holding a PhD in environmental management and two masters in urban & regional planning and

environmental economics, Raphaël started his career as Scientific Attaché at the French Embassy in Pakistan, before joining UNDP in Indonesia as a Biodiversity Programme Officer. Raphaël also consulted for international NGOs, bilateral cooperation agencies and international organisations on climate change and biodiversity issues. From 2010 to 2013, he was a lecturer at Sciences Po (Paris Institute of Political Studies) on Biodiversity Policies. He has field experience in about 20 countries spanning Africa, Asia, Europe, Latin America and the Pacific, works in English, French and Spanish and has authored or co-authored over a hundred scientific papers, reports, books and book chapters.

Robert Bonnie is a Rubenstein Fellow at Duke University, working on conservation and environmental issues in rural America. Prior to joining Duke, from 2013-2017, Robert was the Under Secretary for Natural Resources and Environment at the US Department of Agriculture. In this role, he oversaw the US Forest Service and the Natural Resources Conservation Service on a variety of natural resource issues, including management of the 193 million-acre National Forest and Grassland System, implementation of Farm Bill conservation programs, and climate change programs. From 2009-2013, Robert served as Senior Advisor to Secretary of Agriculture Tom Vilsack for environment and climate change. Prior to joining USDA, Robert was vice president for land conservation for the Environmental Defense Fund where he focused on developing incentives to reward stewardship activities on private lands. Robert has master degrees in forestry and environmental management from Duke University. He grew up on a farm in Kentucky and now lives in Virginia.

Pablo Bosch is the CEO of Las Majadas de Pirque, board member of BBosch S.A. and an advisor for CORFO Innova. He is passionate about nature, technology and innovation. All his career has been focused on innovation and product development. Pablo has an engineering degree from Pontificia Universidad de Chile and an MBA from UC Berkeley. He lives in Santiago de Chile.



Andrew Bowman is president of the Land Trust Alliance, a national organization that works to save the places people love by strengthening land conservation across America. Based in Washington, D.C., the Alliance represents more than 1,000 member land trusts supported by over 200,000 volunteers and 4.6 million members nationwide. Before joining the Alliance in 2016, Andrew served as the Doris Duke Charitable Foundation's program director for the environment, overseeing all environmental grant-making. During his 11 years there, Andrew developed more than \$100 million in grants and program-related investments. Before his foundation work, Andrew practiced law in Oregon for Defenders of Wildlife and at Perkins Coie LLP.



Auckland Art Gallery, worked with renown artists such as Christian Boltanski and Jan Fabre and acted as Coordinator of the Chilean Pavilion in the 55th Venice Biennale for the Council of Culture and The Arts of Chile.

Francisco Calabi is an agronomist with a master's in Business Management and private pilot license, with over 16 years of work experience leading large scale projects in biodiversity and agricultural sustainability looking for profits while keeping the ecosystem services health. Extensive training in field design, project evaluation and sustainable agriculture, through practical experience and tours around the world.



Agus Bundi Otomo is working for Burung Indonesia (BirdLife in Indonesia) as Advisor on Forest and Biodiversity. He has been with the organisation since 2005 and had different roles. His past positions include Head of Conservation Programme and the Executive Director. Agus is a forester by training and was part of the team in Burung Indonesia establishing Hutan Harapan – the first ecosystem restoration concession in Indonesia. The approach has been made possible due to a policy breakthrough in Indonesia and it is being replicated. In addition, Agus is currently the Regional Vice-Chair for South East Asia of the IUCN World Commission on Protected Area (WCPA).



Exposure and experience visiting the best organic production projects such as: The Land Institute (USA), The Worm Power (USA) Sekem (Egypt), Herrmannsdorfer Landwerkstätten (Germany), La Selva (Italy), Trigger Vale (Australia) Özkirici (Turkey) and many others. He is passionate about regenerative agriculture, with outstanding skills in biological phytosanitary control, and efficient intake of nutrients using organic techniques.

His agricultural style is based on an approach with the soil, biodiversity, harvest of solar energy, use of microorganisms and beauty. He holds a strong inclination to solve problems, with efficiency and development of new techniques in all projects. He is responsible, creative, proactive, with high analytical capacity, leadership and teamwork. He has tolerance to work under pressure and maintains good interpersonal relationships.

Beatriz Bustos O. is a curator of contemporary art in Latin America and Asia, working with multidisciplinary teams to implement projects that activate expressions of thought, consider the context and collaborate in the search for meaning. She is currently the Culture, Art and Education Director in Fundación Mar Adentro, where her work has focused on implementing an art residency program in Bosque Pehuén, the Foundation's private protected area, that encourages creative exploration between artists and scientists to create new perspectives about the environment; community outreach educational programs for teachers and students about environmental education through art, as well as other programs. She has also recently curated an exhibition on recent South American art for the



Rodolfo Camacho is BHP's Head of Environment and Permitting for the Americas, responsible for the company's sustainability and permitting strategies. With more than 25 years of experience in the mining and natural resources industry in Chile and Latin America, he has been with BHP since 2008 in different environmental, climate change and community roles. Between 2008 and 2015 he was a member of the Advisory Committee to the Ministry of Environment in Chile on behalf of all cross-sector Industry associations, taking a leading role in the



introduction of new environmental regulations and standards. He is a Civil Engineer by education, graduated from the Catholic University of Chile with a major in Environmental Science and Hydraulics.

Arturo Carballo Madrigal is an attorney and international consultant working in international environmental law, human rights, constitutional law, and environmental law. He is also the Director of the International Environmental Law of the Costa Rican Association of International Law and has served in numerous international capacities.

Armando Carbonell has led the urban planning program at the Lincoln Institute of Land Policy since 1999. After attending Clark University and the Johns Hopkins University, Carbonell spent the early part of his career as an academic geographer. He went on to initiate a new planning system for Cape Cod, Massachusetts, as the founding Executive Director of the Cape Cod Commission. In 1992, he was awarded a Loeb fellowship in the Graduate School of Design at Harvard University. Carbonell later taught urban planning at Harvard and the University of Pennsylvania and served as an editor of the British journal *Town Planning Review*. He has consulted on master plans in Houston, Texas, and Fujian Province, China, and is the author or editor of numerous works on city and regional planning and planning for climate change, including the forthcoming Lincoln Institute book, *Nature and Cities: The Ecological Imperative in Urban Planning and Design*. Carbonell is a Fellow of the American Institute of Certified Planners, Fellow of the Academy of Social Sciences (UK), and Lifetime Honorary Member of the Royal Town Planning Institute (UK).



Yendery Cerda C. is an environmental biologist with a Master's degree in Biological Sciences. She has been the director at CODEFF since October 2012. At CODEFF, she has dedicated herself to following up on al Proyecto de Ley del Servicio de Biodiversidad y Áreas Silvestres Protegidas (the Law Project of the Service of Biodiversity and Protected Wild Areas). She represents the institution in work related to Protected Areas, Education for Sustainability,



Ecological Restoration, and Conservation of Biodiversity. She has also represented the institution at IUCN meetings and is the director of the Asociación Así Conserva Chile, on behalf of CODEFF. Internally at CODEFF, she follows up and supports the work of the Wildlife Rehabilitation Center, CRFS, and the biodiversity area with emphasis on our Protected Wildlife Areas.



Carlos Chacon is an attorney from Costa Rica with a Law degree from the University of Costa Rica and a M.Sc. degree from the College of Forestry, Wildlife and Range Sciences of the University of Idaho, USA. Since 2016, he is PACIFICO Foundation's Coordinator. From 2004 -15, he worked for The Nature Conservancy's (TNC) Latin American Division, first as the Private Lands Conservation Coordinator for Central America and later as the Private Lands/Sustainable Food Security Program Coordinator for the Northern Andes/Southern Central America region (Colombia, Ecuador, Venezuela, Panama & Costa Rica). Before then, he worked for the Costa Rican NGO the Environmental and Natural Resources Law Center (CEDARENA). Carlos has authored over 20 publications and has also been a speaker in a wide range of events throughout Latin America, the US and several other countries.



Graham Chisholm brings more than 20 years of experience working in executive and leadership positions in the land and water conservation movement. He works assisting a range of clients on conservation policy, complex land and water conservation projects, avoiding conflicts over environmental issues, renewable energy, land-use, strategic planning, securing private and public funding for conservation and supporting efforts to diversify the conservation movement.



He has served as Executive Director with The Nature Conservancy (California and Nevada Programs) and Audubon California. He was a lead architect of the Tejon Ranch Conservation and Land-Use Agreement,

an innovative settlement that protected over 240,000 acres. Graham served on the Executive Committee for the Proposition 84 campaign. He has led large organizations to successful results and created small and effective non-profits, and has a strong appreciation for strategic partnerships. He served as an assistant to U.S. Senator Bob Kerrey (Nebraska) in Washington D.C. Chisholm holds a BA in Political Science from Creighton University, and a MA and PhD in Political Science from the University of California Berkeley.

Kristijan Civic has 14 years of working experience in nature conservation gathered at Eurosite, ECNC-European Centre for Nature Conservation, and State Institute for Nature Protection in Croatia. Therefore, he has



knowledge and understanding of national and European policies and regulations regarding nature conservation – especially of the Ecological networks, Green Infrastructure, ecosystem services, climate change, EU nature directives, Bern Convention, Emerald and Natura 2000 network, as well as a broad network at pan-European level. Furthermore, Kristijan has a lot of experience in project management, running training workshops, knowledge-based facilitation and stakeholder involvement processes.

As Network Development Manager at Eurosite, Kristijan oversees networking for the European Private Land Conservation Network (LIFE-ELCN) project.

Gerard Cogliano received his Bachelor's degree in Environmental Studies and International Relations from Lesley University in Cambridge, MA. During that time, he worked in the Rupununi region of Guyana

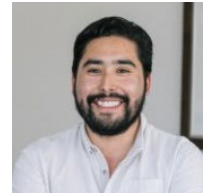


documenting the effects of climate change in rural farming communities to advocate for indigenous land rights. He is now a candidate for a Master's in Urban Planning and Community Development at the University of Massachusetts, Boston and working as a Conservation Scholar with the Lincoln Institute of Land Policy.

Juan David Contreras is a Forestry Engineer, having studied at the Catholic University of Chile and then

worked for 4 years in forestry industry in the south of Chile. Following his studies, he completed an MBA at the University of Chile with a specialization period in South Korea at the Sungkyunkwan University. Since then, he has worked with Arauco to developing the higher and better use of timberland.

Oscar Contreras is an experienced professional in the areas of management and leadership of philanthropic foundations and nonprofit organizations focused in technology, science, environment and innovation; in Chile, Argentina and Uruguay. He has a Diploma and Master(c) in Public Policy & B.Sc. in Biochemistry.



Max Correa is a 36 year old lawyer, father of 2 daughters, who lives in between Santiago and Zapallar, where he serves as a member of the local Borough Council. Max studied law at the Universidad de Chile and then Environmental Policy at the University of Cambridge. For the past 6 years he has been working as the in-house attorney of a large scale mining project, involving the construction of a port 30 kilometers away from a well-known a marine protected area, which has recently gained nationwide appearance once its environmental permits were rejected by the Government. Prior to that he worked at Carey & Cia, a renowned local law firm.



Max also contributes to several nature conservation initiatives, most notably through the Zapallar Woodland Foundation (CBZ).

Sergio Corvalan is the Chief of legal Division in the Superintendencia Electricidad y Combustibles. He coordinates legal and administrative authorization processes for energy transmission and distribution projects.

Enrique Cruz has worked in Fundación Centro de los Bosques Nativos FORECOS since 2009, in biodiversity conservation, ecosystem services and climate change, becoming FORECOS's Executive Director in 2015. He holds an Agronomy Engineer degree from Pontificia Universidad Católica de Chile



and a Master of Environment degree in Conservation, Restoration and Landscape Management from the University of Melbourne, Australia. He has worked, taught and volunteered in Chile, Peru, Australia and Uganda developing baselines studies and management plans for agricultural lands and private protected areas. Currently, his research focuses on the impact of ranching and small-scale logging on riparian temperate rainforest ecosystem services. Passionate hiker, traveler and photographer he has visited parks and wild landscapes throughout the world.

Mike Daniels is the Head of Land Management for the John Muir Trust - a wild land conservation charity (NGO) that manages wild land through ownership and partnership



throughout the UK, mainly in Scotland. The Trust works with neighbouring landowners and local communities to protect the landscape and ecology of our wild lands. Mike has been with the Trust for ten years. Before that, he worked for the government's Deer Commission and various other government and private research and conservation bodies. He completed a degree in Ecology (Wildlife Management) at Edinburgh University, a PhD on the Biology and Conservation of the Scottish Wildcat at Oxford University and postdoctoral research on wombats in Australia and wildlife disease in cattle on farms in Scotland. Mike lives in the middle of the Cairngorms National Park and in a personal capacity is involved in local community activities including as a director of a small community hydro power scheme. He is passionate about wildlife and conservation and also about local community involvement. There is a history of large private landownership in Scotland with limited local community engagement. The challenge is to develop local community engagement and involvement whilst maintaining the landscape and ecology that makes wild land special. Nature-based economies look like the most promising solution although tensions between rural development and conservation remain.

Bert De Bièvre is the Technical Secretary of FONAG, Quito's Water Fund. Bert has more than 20 years of experience in the Tropical Andes. For more than 10 years, he worked in



academia at the Universidad de Cuenca, Ecuador, where he helped to form what is now a consolidated research group in soil and water management with an emphasis in Andean hydrology. Subsequently, Bert worked for 10 years leading projects in Venezuela, Colombia, Ecuador and Peru focused on Andean ecosystems such as the paramo, watershed management, and hydrology of Andean catchments. In recent years, based at CONDESAN in Lima, Peru, he has been advising the Peruvian Ministry of Environment and drinking water regulator, SUNASS, on the design and implementation of policies supporting incentives and compensation for hydrological ecosystem services, in partnership with Forest Trends and the Swiss Cooperation.

Since October 2015, he is the head of FONAG as Technical Secretary, and as such in charge of the fulfillment of FONAG's mission of conservation and restoration of Quito's source water areas.

Bert holds a PhD in Applied Biological Sciences (2002), an MSc in Water Resources Engineering (1991), and a Degree in Civil Engineering (1990) from Katholieke Universiteit Leuven, Belgium.

Thierry de l'Escaille is the Secretary General – CEO of the European Landowners' Organization since 1996, deputy CEO of the RISE Foundation, and an administrator in numerous organisations of national and EU wide importance with a strong relation with agriculture, environment and finance. Trained as a lawyer, he also runs an agricultural family farming enterprise with operations in Belgium, France, and the Netherlands. He is president of Agriland SA, an agricultural holding active in many European countries, such as of NENY SA, a holding active among others in farm operations in Latin America, and is member of the board of different companies active in the agro-industrial sector, as well as in IT or finance. He is also Secretary General of Friends of the Countryside, PDT and founder of Landelijk Vlaanderen, and member of many Consultative Committees and secretary general of the Flemish habitat foundation. He is on the board of the Belgian Colombian work for rural childhood (Bogota), president of Belgian real estate cultural heritage, member of the board of the Royal Forestry society, or of the environmental committee of Foundation François Sommer. He has acquired extensive experience in strategic management at EU level. He is the cofounder of the Forum for the Future for

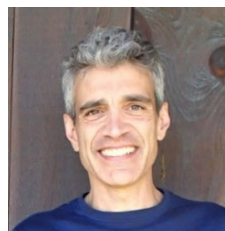
Agriculture, the major Agricultural forum in EU and cofounder of the Wildlife Estate initiative. He has been the author and co-author of several reports on the future of agriculture, agricultural markets and CAP as well as on environmental issues related to biodiversity.

Lorenzo J. de Rosenzweig has over 25 years of experience in the environmental field. He received his Bachelor of Science degree in biochemistry and engineering from the Monterrey Technological Institute (ITESM) and a Master of Science degree in marine biology and seafood technology from Oregon State University. He helped found the Mexican Fund for the Conservation of Nature in 1994 and has led the organization – the first private environmental fund in Mexico and the largest in Latin America – ever since. Lorenzo has extensive experience in fundraising for biodiversity conservation and leading public-private partnerships to promote the sustainable use of natural resources.



He is the co-founder of the Network of Environmental Funds in Latin America and the Caribbean (RedLAC), which brings together 21 national environmental funds from 17 countries and leads capacity building programs that strengthen their operations, promotes financial independence, and overall unites the Latin-American biodiversity conservation community. Lorenzo sits on the board of directors of the Mexican Institute for Competitiveness (IMCO), the International Institute for Environment and Development (IIED) in the United Kingdom, Fondo para la Comunicación y Educación Ambiental, and the Lindblad Expeditions and National Geographic Society Exploration and Conservation Fund. He is a member of the Technical Advisory Committee for the Fundación Gonzalo Río Arronte's Water Program and of the National Council for Natural Protected Areas. He is Chairman of the Board of Directors of the Mesoamerican Reef Fund.

Doug DeAngelis is an entrepreneur and founder of Lynx System Developers, Inc., a sports technology company based near Boston, Massachusetts. He has helped facilitate local land conservation in the US (primarily New England), Canada and New Zealand



for the last 30 years or so. He has held various roles up to and including Board Chairman at the regional land trust Essex County Greenbelt Association.

Doug's 1360-acre oceanfront farm in New Zealand (called Oashore) is an ecological restoration project funded in part by a grazing lease on a portion of the land. It is subject to restrictions held by both the QEII Trust and the Banks Peninsula Conservation Trust, the latter being one of the few NGOs in NZ qualified to hold such restrictions.

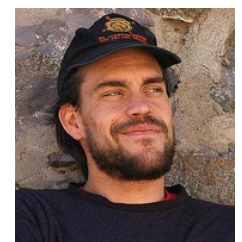
Humberto Delgado Rosa is the Director for Natural Capital, DG Environment, European Commission. Previously, he was Director for Mainstreaming Adaptation and Low Carbon Technology in DG Climate Action.



He is experienced in European and international environmental policy, particularly in biodiversity and climate change issues. He served as Secretary of State for the Environment of the Portuguese Government from March 2005 to June 2011. Between 1995 and 2002 he was an advisor for environmental matters to the Prime-Minister of Portugal. He holds a PhD in Evolutionary Biology. H. Delgado Rosa was born in Lisbon in 1960.

Angela Delorenzo is Co-founder of L A N D. She received her master's degree in Landscape Architecture, with an emphasis in Environmental Planning and Urban Design, (MLA) at the University of California, Berkeley. Has participated in several seminars and research projects: Rehabilitation of Urban Rivers (Portugal), Appropriate Use of River Floodplains (California), Role of Sustainable Development in Coastal Towns in Mediterranean Regions (California, Portugal, Chile), Urban Morphology and Climate Change (Valdivia, Chile), Management of the Urban Basin and Wetlands of Llanquihue Lake (Chile), Ornamental Use of Native Vegetation (Chile), among others.

Tomás Dinges is the head of operations for Parque Andino Juncal, a family-run, 34,000-acre private protected area and Ramsar site in the Chilean Central Andes. The park represents two-thirds of a headwaters valley of the Aconcagua River, and receives more than 2,500 visitors per year. The park seeks innovative financing tools to conserve the



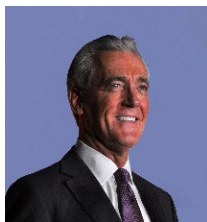
entire watershed. Tomás was born in Chile and grew up in Washington D.C. He has an undergraduate degree in International Relations from Tufts University, and a masters degree from the Columbia University Graduate School of Journalism.

Dr. Tilmann Disselhoff is the coordinator of the EU-funded project “Development of a European Private Land Conservation Network” (LIFE ELCN), which is implemented by a partnership of 10 organisations under the leadership of NABU (Birdlife Germany). Before joining NABU, Tilmann worked as a free-lance conservation consultant and project evaluator for various public and private institutions (Federal Environmental Foundation, Federal Ministry for the Environment, European Commission, private planning offices). He is particularly interested in private land conservation tools and the role of ownership in land conservation.



After receiving his graduate degree as MSc in Civil Engineering/Conservation Planning from Technical University of Berlin in 2004, Tilmann took part in the Postgraduate Program on International Affairs by the Robert-Bosch-Foundation, the German National Academic Foundation and the German Federal Foreign Office. He recently completed his doctorate degree on the Land Trust Movement in the US.

Michael Dowling has had a career in natural resource business, policy, conservation, and finance, he has been a successful entrepreneur, executive, private equity manager, philanthropist, and consultant to businesses and nonprofit



organizations. Michael is the immediate past chair of the Land Trust Alliance, former chair of the Colorado Oil & Gas Conservation Commission, co-founder and former chair of the Colorado Conservation Trust, former chair of the Colorado Wildlife Federation, former director of the Colorado Coalition of Land Trusts, and former vice chair of the Colorado Symphony. He currently serves on the boards of Scenic Hudson, where he helped develop their new strategic plan, Colorado Public Radio, and the Land Trust Alliance. In addition to serving as Alliance board chair, Michael chaired the board's strategic planning committee, co-chaired the successful \$40 million

Campaign for the Land, and chaired the presidential search committee. Michael is a former McKinsey management consultant and has degrees from Yale College, the Yale School of Management, and the Yale School of Forestry and Environmental Studies. Michael is an active outdoorsman and a former arborist and river guide. He is inspired and motivated in his conservation work by sharing his love of nature and the outdoors with his ten-year-old daughter, Theresa.

John Earhart has extensive experience in international environmental policy and natural resource management and assumes primary oversight of GEF's environmental outreach. Mr. Earhart has served as a technical advisor, helping to structure private equity investments, project finance and international grants for a number of major forest management projects undertaken but GEF throughout the world. Mr. Earhart currently serves as a director of both profit and non-profit corporations and sits on the investment committees of several GEF entities. Prior to starting GEF, Mr. Earhart served as Senior Fellow for Forestry at the World Wildlife Fund-US, founder of the Homeland Foundation, and served as an associate director of environmental programs for Peace Corps in Paraguay. He also served as a Peace Corps Volunteer in Guatemala.



Mr. Earhart holds a BS from the California State University, Sacramento and received a Master's of Forestry degree from the Yale School of Forestry and Environmental Studies.

Christopher (Kim) Elliman serves as President and CEO of the Open Space Institute (OSI), a land conservation organization that has conserved more than 2.3 million acres in the eastern U.S. and, in the process, has created more than 50 new parks and protected areas. OSI acquires, finances, and promotes the conservation of lands for human use and resilient natural systems.



Mr. Elliman has worked in both the corporate and non-profit sectors. After stints in journalism, government, and alternate energy development, Mr. Elliman worked in investment advisory and merchant

banking firms in NYC for over 20 years. Specializing in retail food and land management concerns, Elliman served as Director and Chairman of Piggly Wiggly Southern, and Director of Fresh Field Markets. He was President of Grey Siefert & Co. and the Overhills Group. He was a General Partner of Elmrock Group and also Director of Barrett Associates, Inc., Thatcher Associates, and Parock group; and served on the Cherokee International Partners sustainability council.

Elliman currently serves on numerous non-profit and foundation boards, including: The Geraldine R. Dodge Foundation (Chairman); Overhills Foundation; Samuel Freeman Charitable Trust; The Wilderness Society; Wildlife Conservation Society; Jamaica Bay Rockaway Parks Conservancy; Black Rock Forest Preserve; Storm King Art Center; Grow NYC; Center for Humans and Nature and on numerous advisory boards. Elliman also serves on Yale University's Forestry and Environmental Leadership Council.

Dr. James Fitzsimons is the Director of Conservation for The Nature Conservancy's Australia Program where he oversees the organization's conservation planning, science, implementation and policy functions. He is an Adjunct Professor at the School of Life and Environmental Sciences, Deakin University, Australia, with particular research interests in the fields of protected area policy, practical conservation planning and mechanisms to integrate conservation outcomes on public and private lands and has edited four books (*Innovation for 21st Century Conservation*, *Linking Australia's Landscapes*, *Valuing Nature*, and *Big, Bold and Blue: Lessons from Australia's Marine Protected Areas*). He has previously worked in the fields of conservation policy and planning for government environment departments and agencies, and for non-government environment organisations.



Diego Flores is a forestry engineer dedicated to the protection of Chilean nature and biodiversity by working in the design and implementation of programs and public policies for the protection of both terrestrial and coastal-marine environments. He supported the designing and implementation process



of the Protected Areas National Policy and its action plan (2030). He got a master's degree in Wild Areas and Nature Conservation in the University of Chile (2009) and a Master of Public Administration (MPA) in Environmental Science and Policy (Columbia University, USA). Nowadays, he is member of IUCN-WCPA and Executive Secretary for the 4th International Marine Protected Areas Congress (IMPAC4) held in Coquimbo, September 2017. Currently he is head of the Protected Areas Department at the Ministry of the Environment.

Peter Flottmann has over 30 years of experience in the Australian agribusiness sector including trading, procurement marketing and risk management roles with companies including AWB Ltd, Continental Grain and Goodman Fielder. He was previously CEO of Grain Growers Ltd and General Manager Rural Services for NSW Farmers Association. Peter also ran a private consulting business, Synecon, for a number of years undertaking work for both the public and private sectors.



Peter has been with Greening Australia since 2013 covering a number of management roles and brings connectivity between the agri sector and the environment. Under the national business development portfolio he has responsibilities including development of conservation finance and private capital and corporate sector development for Greening Australia's carbon aggregation business

He is currently a non-executive director of I-grain.com.au, and was previously Chairman of Agrecon Reconnaissance Technologies and a Director of BRI Research. He is a graduate of Monash Mt Eliza Business School and The Australian Rural Leadership Programme.

Tomas Folch is a Chilean Architect and Landscape Architect. Currently, he is a Professor at the Design Lab at the Universidad Adolfo Ibanez in Chile, where he is the co-director of the Center for Landscape Ecology and Urbanism – CEPU- and founder partner of Paisaje Urbano / PAUR. Through his years of professional experience, his work has ranged through urban renovation, heritage, urban infrastructure, social housing and landscape



architecture. His actual studies and research are focusing on the territorial scales of the timber industry in Chile, its ecology and the urbanization processes linked to it. His professional work has been recognized and presented in the Chilean Biennale of Architecture 2008, the Shanghai Exposition 2010, and the Venice Biennale 2010 and recently has been recipient of the Sur Sur Professional Award at the Chilean Architecture Biennale in 2017 for the “most effective proposal to establishing a horizontal dialogue among the geographies of the global south”.

Pedro Fontecilla studied law at the Universidad Católica and political philosophy at UAI. He is now a real estate developer.

Brendan Foran joined Greening Australia as CEO in 2011. Since that time, he has led an organisation wide governance and strategy reform program that has led to greater levels of impact, efficiency and resilience. He believes that not-for-profit organisations are born out of a need for change and must regularly evaluate themselves to stay focused, relevant and aligned with their internal and external stakeholders.



Brendan is motivated by the fact that Greening Australia's 150 staff, in 30 locations around the country, think bigger than the environment and have a clear vision for healthy and productive landscapes where both people and nature thrive.

Before joining Greening Australia, Brendan was the Corporate Affairs Manager – Eastern States for Alcoa of Australia. Brendan holds an MBA and an Advanced Diploma in Business Management from the University of Ballarat. Brendan has extensive experience in business management and strategy development, with strengths in government relations and liaison, community and stakeholder relations and organisational transformation. He was a 2011 Rotary Foundation Group Study Exchange participant in Iceland and a 2016 Harvard Club of Australia non-profit fellow.

Gabriela Franco is an Agricultural Engineering from the Universidad Católica de Chile, graduated in 2010 with a major in Plant Sciences. Currently, she works for Tierra Austral Land Trust, a non-profit organization focused on natural resources and biodiversity conservation. During her years at Tierra Austral, she has focused her work on land conservation, land planning, monitoring and stewardship. Before joining Tierra Austral, she worked as Associated Researcher in the Department of Agricultural Economics at the Pontificia Universidad Católica de Chile, coordinating and generating water resources and natural resources projects. In addition, she obtained a diploma in Geographical Information Systems from the Universidad de Chile and has been actively involved with conservation initiatives in Chile.



Ellen Fred has been practicing land conservation law for 14 years. Ellen serves clients on all aspects of conservation law, including drafting and customizing conservation easements and related documents, analyzing the state and federal income, gift, and estate tax implications of employing various conservation approaches, negotiating with landowners, tax-exempt organizations, and governmental agencies, and managing mitigation projects. Ellen's practice also includes counseling taxable and tax-exempt entities on myriad corporate governance and tax-related issues as well as assisting clients with estate and gift tax planning and general real estate matters.



Ellen graduated with high honors and high distinction in Russian and Eastern European Studies from the University of Michigan in 1993. In 2003, Ms. Fred earned her law degree, summa cum laude, from the University of California, Hastings College of the Law, where she successfully completed Hastings's Tax Concentration Program and received the 2003 Arthur Andersen Prize in Taxation. Ellen lives on a small farm, where she and her family raise dairy goats and chickens and tend fruit trees, a vegetable garden, and a small vineyard, and on which her family and their land partners donated a conservation easement to the Leelanau Conservancy in early 2009.

Verónica García is a biologist from the Nacional University of Mar del Plata, Argentina. For six years, she was a researcher at Dalhousie University in Canada studying conservation and the biodiversity of sharks at Ransom Myers' and Boris Worm's labs.



Coming back to Argentina, she dedicated herself actively to conservation by joining the Marine Program at Fundación Vida Silvestre Argentina. She is currently developing several projects involving sustainable fisheries, reducing marine debris, and shark conservation.

Anton Gazenbeek graduated with an MA in philosophy from Brussels University in 1985. From 1985 to 1998, he was a writer, editor and translator for various organisations producing newsletters and reports on the European Communities' structural funds and social policy, its Common Agricultural Policy and its trade and aid policies with countries in Africa, Latin America and the Pacific.



From 1988 to 1992, he was a policy officer in the secretariat of a European Parliament cross-party intergroup, assisting Members with their policy work on EU agriculture and fisheries policy, biotechnology and GMOs, trade in wildlife products (CITES), hunting and trapping, animal welfare and veterinary matters.

From 1992 to 2005, he was director of a technical assistance office contracted by the European Commission to assist it with the management of the ACE-Biotopes, ACNAT and LIFE-Nature funding programmes and the implementation of the EU's Natura 2000 Network of protected areas. The funding programmes supported projects on habitat and species conservation, sustainable land use (farming and forestry) and river restoration.

From 2005 to 2013, he was self-employed consultant (nature and heritage conservation, sustainable use of natural resources). Main client was the European Commission, besides national public authorities and NGOs.

Currently, he is employed in the domain of maritime policy, but continuing some nature conservation

activities in a volunteer capacity. In particular, participation in the founding meeting of ILCN (Providence, Sept. 2014) and subsequently in its Steering Committee and other ILCN activities (e.g. Berlin Congress).

Lourdes Germán is Director of International & Institute-Wide Initiatives at the Lincoln Institute of Land Policy where she is helping to advance the Institute's global municipal fiscal health



campaign and land value capture campaigns. An expert in municipal finance, Lourdes began her career as a public finance attorney representing government entities. Following that work, Lourdes co-created the national municipal finance business division at Fidelity Investments, the largest global mutual fund company, as a Vice President of Municipal Finance, and opened and managed Fidelity's first New York office for public finance. Following Fidelity, Lourdes' professional experiences included serving as General Counsel and Vice President of a national municipal investment management company, creating and teaching a graduate government finance course at Northeastern University, and advising non-profits focused on urban economic growth. Lourdes is also the founder and director of the Civic Innovation Project, an online thought leadership platform that was awarded the 2015 State of Boston Innovation Award for its impact using technology to advance city-to-city learning with respect to the most challenging issues facing governments. Outside of work, Lourdes serves as Governor Baker's appointed Chair of the Massachusetts State Finance and Governance Board, is a government appointee of the Mayor of Boston to the committee focused on the City's audit and finance matters, serves on the board of Boston Women in Public Finance, and serves on the board of United Way.

Cristi Gherghiceanu is the Executive President for in-country project co-ordination and financial control and providing overall leadership of ADEPT. She oversees daily operations and organizational capacity building, ensuring effective and efficient administration of ADEPT's office in Saschiz, Romania. Cristi graduated from Brasov University with degrees in information technology, economics and accounting and has been working for rural development NGOs since 2000. He has been a guide and translator for

numerous World Bank missions. Cristi also runs his own consultancy undertaking market research for foreign companies. He speaks Romanian, English, and German.

Liliana Gherghiceanu is a graduate of the Faculty of Letters at Bucharest University with more than 15 years working experience in sales, marketing, communication and business management. She has completed various courses in marketing and communication, project management, business development, and entrepreneurship. She is responsible for project management, organizing and coordinating administration duties and ADEPT office procedures. She speaks Romanian and English.



Silvina Giudici studied Business Administration at the University of Viña del Mar in Chile and then specialized in Tourism and Hotel Management at the Polytechnic University of Valencia in Spain. She subsequently completed a Master's in Sustainable Tourism Development at the University of La Rabida, in Seville. Nine years ago, she took over the management of the Villavicencio Nature Reserve, which seeks a way to generate sustainable development and better manage resources. The most important challenge has been to form the working team that today is effectively managing the Reserve and to build awareness within our company of the importance of conservation on private lands. She is also a mother of two girls and a wife.



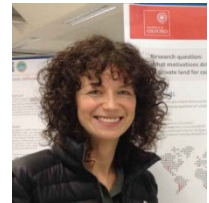
Lance Gloss is a senior in the Urban Studies Program at Brown University and hails from Fort Collins, Colorado, USA. As a researcher with the International Land Conservation Network, Lance studies the financial and legal opportunities for Private Protected Areas, in partnership with the UN Development Programme. At Brown University, Lance is editor of the Urban Studies Journal, lead undergraduate assistant at the Brown Herbarium, and a member of the Ethnobotany Society at Brown. His research and activism center on community resource management and urban-rural connections.



Ana González-Rojas studied Tourism in Barcelona, where she is from. She has fifteen years of experience in the Tourism sector in different countries in Europe and Chile. Eight years ago, she moved to Chile and completed a postgraduate course in Corporate Social Responsibility at the Universidad Católica de Chile. For the last four years, she has been working in Huilo Huilo Biological Reserve as Sustainability and Strategic Projects Coordinator, where she applies her interest in tourism and sustainability related to Protected Areas. Presently, she is completing a Master's Degree in Responsible Tourism at the Leeds-Beckett University, UK.



Jennifer Gooden is a PhD student at Oxford University's School of Geography and the Environment and Smith School of Enterprise and the Environment. Her research focuses on privately protected areas, specifically property acquisition by individuals for biodiversity and ecosystem conservation. Her work explores the experiences and perspectives associated with land purchase and management. Jennifer is a Research Associate at Earthmind, an NGO working on conservation and sustainable development. She has an MSc in Biodiversity, Conservation, and Management from the University of Oxford and an AB in Psychology from Harvard. She has previously worked in urban sustainability and community capacity building for poverty alleviation.



Michael Grasty is the Senior Partner of Grasty Quintana Majlis, a Chilean law firm which he helped to form thirty years ago. He is a corporate attorney, specializing in international commercial contracts, but he is also very active in conservation issues and was instrumental in the creation of the Derecho Real de Conservación law enacted in Chile in 2016. He has acted as Senior Counsel for PEW in their GOL project for the creation of a large marine park in Easter Island, with TNC in some of their local projects, and is currently counselor for WWF in Chile. In the private sector, he is a Director of Fundación Caserta and Fundación Meri, both of which are involved in promoting



education and conservation in different parts of Chile.

Roberta Guagliardi Pacheco is a lawyer with a postgraduate degree in Environmental Law and has been working in the environmental area for approximately fifteen years practicing private environmental law. She has had positions in public institutions and worked as a project coordinator in the private sector. Throughout her trajectory, she has acted in several initiatives, including environmental legal analysis, development of procedural documents and legal opinions, coordination of diligences and environmental audits. Since 2008, she has worked mainly with the conservation of biodiversity and legally protected areas, public environmental policies, national and international funding, design and development of projects and programs to support the creation and management of Private Natural Heritage Reserves - RPPNs. In recent years, she has acted as coordinator of the Private Reserves of Natural Heritage (RPPNs) Program of Rio de Janeiro State, which involves fundraising, project management, articulation of actions focusing on strategic institutional arrangements for financial instruments to support private reserves, social mobilization, and management of multidisciplinary teams. She is the author and coauthor of several publications related to environmental issues.

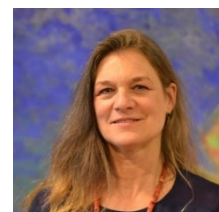
Tim Hughes is the Executive Director of South Endeavour Trust. He oversees the management of the Trust and its 16 private conservation reserves in Queensland and New South Wales. Tim was previously Chair of the Nature Conservation Trust of NSW and was one of the founders of the Australian Land Conservation Alliance. Before working full time in conservation, he was a senior executive in the finance industry for 30 years and wrote a column on economics and finance for one of Australia's leading daily newspapers. He currently sits on the board of an emerging listed biotech company and is a member of the Investment Committee of a \$40 billion superannuation fund for health industry employees. He has first class honors degrees in Geology and Economics and a master's in Natural Resource Management.

Maria Olivia Humphreys is a lawyer, with a degree from Pontificia Universidad catolica de Chile, 2003



(admitted 2005). She is currently the CCO and In-house counsel at Bancard. She has also served as consultant at Competitiveness and Innovation Division, IDB, Washington DC, (Aug 2014 - Nov 2015); communications and project development at Musica Para Todos (non-profit, 2014-2015); an Associate at Barros Letelier & Gonzalez (2008-2013); and an Associate at Alcaino, Rodriguez & Sahli (2005 – 2008).

Madeline Hurtado is founder and director of Fundación Mar Adentro and has over 15 years of experience in family offices. Her holistic view on ecosystems has led her to take on projects that integrate education, art and nature and has focused her work on creating multidisciplinary teams to develop collaborative and inclusive educational programs about art, creativity and nature for vulnerable sectors of Chile. Over the past 10 years, she has also carried out Bosque Pehuén, a private protected area in Pucón that seeks to protect and generate scientific research and artistic creation around the conservation of Chilean temperate forests by means of a research program in alliance with universities and other institutions on watershed studies, canopy studies, and endemic biodiversity as well as an art residency program with artists working on nature. Fundación Mar Adentro is also a member of IUCN.



Pamela Hurtado is founder and director of Fundación Cosmos. She is a Landscape Designer with a Master of Arts in Landscape Design and Planning. Member of the ASLA, American Association of Landscape Architects and the Chilean Association of Landscape Professionals. Her passion for integrating sustainability in urban planning, conservation and education inspires her work at the foundation, which aims to bring people outdoors to nature through developing urban and natural parks.

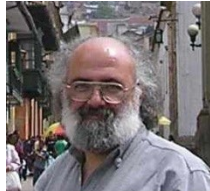


Jane Hutchinson is Chief Executive Officer of the Tasmanian Land Conservancy (TLC), a not-for profit, non-governmental environmental organization with a vision for Tasmania to



be a global leader in nature conservation. The TLC started from humble beginnings with only \$50 in the bank. Since then it has grown to become one of the largest private landowners in Tasmania, Australia and has worked in partnership with landowners, governments, supporters and volunteers to achieve nature conservation across over 65,000 hectares of private land. In 2016, Jane received the Tasmanian, Australian of the Year award for her contribution to nature conservation.

Gustavo Iglesias is a biologist with a conservation background. He has worked in the National Parks Administration of Argentina and is a founding partner of the Patagonian Andean Naturalist Society. He is currently coordinator of Water and Infrastructure Strategy at The Nature Conservancy.



Gerard Jadoul is Coordinator of the LIFE Elia-RTE project, financed by the European commission. The main objective of the project is to find alternative vegetation management methods in Belgium and France in order to combine electrical safety and biodiversity. The project has evolved in many other directions including local partnerships, public acceptance, biological monitoring, cost/benefit analysis, staff trainings, and much more.



Will Jason joined the Lincoln Institute of Land Policy as communications manager in 2015. Previously, as communications director for California State Senator Fran Pavley, he developed and implemented communications strategies for legislation to regulate in-state energy production, manage water supplies and reduce greenhouse gas emissions. Prior to joining Senator Pavley's staff, he worked for eight years as a journalist in Massachusetts, Washington DC, and California, covering issues including politics and government, real estate, land use, business, and education. He earned a B.A. from Tufts University and an M.A. from the University of California, Berkeley Graduate School of Journalism.



JIN Tong works as Science Director and Biodiversity Conservation Scientist in The Nature Conservancy's China Program, where she is responsible for leading a team to fulfill the responsibility of scientific research, application, innovation and communications to demonstrate the "science-based approach" of TNC. Her expertise lies in protected area planning and management with special focus on the land trust reserve model in China. Besides this, she is quite experienced in wildlife ecology and primatology, as well as community-based conservation methodologies. Jin serves as the China franchise of the Conservation Coaches Network (CCNet) and is a board member of the China Primatology Society. Jin has been with TNC for nearly seven years and initially led the Yunnan snub-nosed monkey conservation project and participated in the national park project. Later, she oversaw the monitoring, research and conservation planning for the land trust reserves in China and accumulated abundant experience in protected area planning, management and biological surveys and monitoring. Jin holds a Ph.D. in Animal Ecology and Conservation Biology from Peking University, where she studied the socio-ecology and conservation biology of a critically endangered primate species in China.

Laura Johnson is a lifelong conservationist with more than 30 years of experience in nonprofit management. Laura was the president of Mass Audubon, where she spent 14 years leading the country's largest independent state Audubon organization. Prior to joining Mass Audubon, she worked for 16 years at The Nature Conservancy, both as a lawyer and in positions including Massachusetts state director and northeast region vice president. Laura is the chair of the board of directors of the Land Trust Alliance. She is also an overseer of WGBH, on the board of advisors of the Appalachian Mountain Club (AMC), on the board of visitors of Mount Auburn Cemetery, and a corporation member of the Woods Hole Oceanographic Institute. Laura served for 8 years as a founding member of the Massachusetts Department of Conservation and Recreation's Stewardship Council. Laura received a B.A. in history from Harvard University, and a J.D. from NYU Law School. In 2013–2014 she was a Bullard Fellow at the Harvard Forest, Harvard University, where she completed a study on private land conservation efforts around the world.



Luis Jordao has a degree in Environmental Engineering from the New University of Lisbon, where he worked in applied research dealing with spatial-dynamic ecological-economic modeling for coastal and watershed management, networking with the University of Bergen (Norway) and the Maryland Institute for Ecological Economics (USA). Thereafter, he worked for about 10 years with active nature conservation in the Municipality of Montemor-o-Novo (Portugal) designing and managing demonstrative, multidisciplinary and multi-stakeholder projects supported by EU funding (mostly from LIFE) for Natura 2000 and rural development. Since 2006, he has been working under a self-owned consulting firm SME—a Desafio das Letras, a full member of the European Business and Biodiversity Platform—dealing with biodiversity conservation and design and implementation of projects funded by LIFE, INTERREG and other public and private funds. He has a particular interest in volunteer engagement, voluntary and market land conservation tools, and land custody for conservation. He is a member of local and national Portuguese NGO's, (MONTIS and MARCA-ADL) where he is in charge of and supports similar tasks and projects, either through volunteering or with part-time consultancy. He has written two children's tales about nature conservation in Portugal and Angola.



Chris Kelly directs the Conservation Fund's California Program. Since joining the Fund in 2003, he has led the development of the North Coast Forest Conservation Initiative, which has pioneered the non-profit ownership of working forests in California, the use of low-interest public financing and participation in the voluntary and compliance carbon markets to generate significant capital for forest conservation. Prior to joining the Fund, he served as Director of Conservation Programs for The Nature Conservancy of California. He previously practiced land use, real estate and corporate law in San Francisco. He holds a J.D. from the University of California at Davis, and a B.A. in Philosophy from the University of California at Berkeley.



Catherine Kenrick Lyon is a founder, co-owner, and coordinator at Parque Andino Juncal in Chile. Catherine was born and raised in Valparaíso, Chile to a British-Chilean family. She graduated from the Universidad Católica de Chile with a degree in Sociology and received a Ford Foundation grant to pursue a Master of Science (MSc (Econ)) at the University of London. She lived for twenty years in England, where among other positions, she worked with the overseas programming arm of the Voluntary Service Overseas in South Asia. Here, she worked in mountainous countries like Bhutan, Nepal and others. She returned to South America in the 1990s when she worked with UNICEF in Colombia. She returned to Chile definitively where she took a position managing International Cooperation agreements at the recently formed Chilean government office, CONAMA. Following her professional career, she became a co-founder of the establishment of the Jardín Botánico Chagual, a Santiago botanical garden, and the only one in Chile dedicated to the flora of the Mediterranean climate region. She left her work there to dedicate herself to convert a 34,000-acre family property into what is now known as Parque Andino Juncal, formed in 2003. The private protected area is the 12th Ramsar site in Chile and the only site located on individually-held land in Latin America. The park represents two-thirds of a headwaters valley of the Aconcagua River and receives around 2,000 visitors per year. The conservation of this ecosystem has become the driving force of this stage of her life.



Ruben Khachatryan is Director and Founder of Foundation for the Preservation of Wildlife and Cultural Assets (FPWC). He was born 1977 in Armenia and studied fine arts, music and film directing at Yerevan University and at the University for Art and Design in Halle, Germany. He holds a degree from Yerevan State University in filmmaking and film directing. Since 1998 a documentary film maker, producer and photographer specializing on Armenian nature and wildlife. In 2002, he founded the Foundation for the Preservation of Wildlife and Cultural Assets (FPWC). During the years, he gained a vast experience in practical nature conservation issues and the development of environmental policy approaches, organizational structuring, and marketing campaigns for nature conservation, as well

as in the implementation of efficient communication strategies on all levels of society. In April 2011, Ruben Khachatryan was appointed by Yerevan Municipality as Director of Yerevan Zoo.

Charles Kimber studied Commercial Engineering at the Pontificia Universidad Católica de Chile. He is Senior Vice President Commercial and Corporate Affairs for Arauco, one of the largest forestry companies in Latin



America in terms of surface area and yield of its plantations, production of market kraft woodpulp, production of sawn-timber and wood panels products. Arauco has investments in Argentina, Brazil, Uruguay, Canada and The United States of America and sales offices in Peru, Colombia, Mexico, USA, Holland, China, Australia and Japan. Mr. Kimber joined Arauco in 1986 and since then, has held several positions within the company, as it grew from sales of US \$150 million to over US \$6 billion today. Mr. Kimber oversees the areas of Social Responsibility, Public Affairs, Communications, Marketing and Sales. He is a Member of the Board of AMCHAM, Corma (Chilean Forestry Association), Chile – Argentine Chamber of Commerce, AccionEmpresas, Santiago Climate Exchange (SCX), The Grange School, John Jackson Educational Foundation and also a board member of several companies within the Arauco Group.

Sally King holds the position of Conservation Advisor with South Endeavour Trust, Australia's third largest conservation land trust. South Endeavour has sixteen private reserves in the states of New South Wales and Queensland. She was previously Senior Policy Advisor to the NSW Minister for the Environment. Before that she held protected area assessment positions with the NSW and Northern Territory National Parks Services. She holds an Honours Science degree in Ecology and an Arts degree in Archaeology.



Tom Kirschey has twenty years of experience with land conservation at German conservation NGO's and foundations. Beginning in the mid 1990's, Tom has focused on



land purchase strategies in several regional environmental NGOs. From 2002-2012, he was member of board of the PPP "Stiftung Naturlandschaften Brandenburg" securing nearly 16,000 hectares of former Soviet military training areas in the area surrounding Berlin. This foundation was set up by the state of Brandenburg, WWF, Frankfurt Zoological Society, NABU and other private donors. The approach of this Foundation is to facilitate a wilderness area management concept. In the same period, Tom was also chairman of the Brandenburg state branch of NABU - BirdLife Germany, developing a strategic land purchase program, especially for lakes in Northeastern Germany. Fifteen natural lakes have been secured through this program and fisheries management plans have been elaborated to secure or restore favorable conservation status for especially mesotrophic lakes. During 2012-2013, Tom worked as a freelancer for NABU International Foundation and Michael Succow Foundation, among others. Since 2014, Tom has worked for International Department NABU Headquarters, where he is in charge of peatland restoration projects mainly in Eastern Europe and Western Siberia and Ecosystem Restoration Projects with NABU's partner organization Burung Indonesia in lowland Sumatra (Hutan Harapan) and Northern Sulawesi (Gorontalo Province, Popayato Paguat Landscape). He is member of the Conservation Committee of the Societas Europaea Herpetologica but has also an amateur interest in aquatic macrophytes.

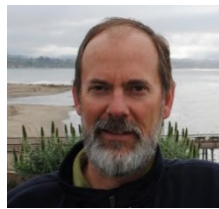
Judith LaBelle is a Partner (retired) in Berle Kass & Case, NYC specializing in environmental law, land conservation and tax exempt organizations; Corporate Counsel to the National Audubon Society; Deputy Director and Counsel to the NYS Commission on the Adirondacks in the 21st Century; President Emeritus of Glynwood, Inc., a nonprofit supporting regional food systems and protection of cultural and working landscapes; board member of the GRACE Communications Foundation; former board member of Scenic Hudson, The Scenic Hudson Land Trust, The Hudson River Foundation for Science and Educational Research, The Preservation League of NYS (Chairman), other conservation organizations; co-founder of Maya Hands; and Member of Advisory Board of Food for Change. She is a resident of Costa Rica.



Antonio Lara is a Forest Engineer at Universidad de Chile with a Ph.D. in Geography from the University of Colorado, Boulder, USA. He is a Full Professor at the Institute of Conservation, Biodiversity and Territory, Universidad Austral de Chile, Valdivia. He is also P.I. at the Center for the Climate and Resilience Research (CR)2, and he is the President of FORECOS Foundation. His main research, teaching and outreach interests are focused on ecosystem services and their recovery through ecological restoration, ecology and conservation of native forests, climate change and climate reconstruction from tree-rings, as well as transdisciplinary approaches. He is the author or co-author of numerous articles, some of them published in Science, Nature and Nature Geoscience, in addition to several book chapters and books, with a total of over 100 publications. He has led and participates in a series of national and international networks, partnerships and collaborative initiatives involving academia, the public and private sectors, as well as NGOs and communities.



Dr. Charles Lester has been working in the field of coastal management for more than twenty-five years. He is currently with the Institute of Marine Sciences at UC Santa Cruz, researching and writing about sea level rise, coastal resilience, and other aspects of California coastal law and policy. Charles previously worked for the California Coastal Commission, including serving as the fourth executive director of the agency from 2011 to 2016. Before moving to Santa Cruz, Charles was an assistant professor of political science at the University of Colorado, Boulder, where he taught environmental law and policy, with a focus on public lands governance and coastal zone management. He also worked with NOAA's General Counsel for Ocean Services. Charles received his J.D. and his Ph.D. in Jurisprudence and Social Policy from the University of California at Berkeley. His doctoral thesis examined the politics, policy and law of offshore oil development in the United States. He earned his B.A. in Geochemistry in 1984 from Columbia University in New York City and worked his college summers at the Lamont-Doherty Geological Observatory. Charles lives near Santa Cruz with his wife, daughter, two dogs, and two cats.



Eric Letsinger is the Founder and CEO of Quantified Ventures, a for-profit impact investing firm that helps clients finance specific and measurable environmental, health, and educational outcomes. He is a “tri-sector” executive, bringing 25+ years of leadership experience in government, nonprofit, and private sector organizations operating in healthcare, environment, education, and housing. He has led transformative, public-private initiatives to drive social impact in complex, cross-sector business environments including: IBM, Baltimore Public Schools, Baltimore Housing Department, Cyveillance Software, PWC, and Samaritan Inns Homeless Services. Eric has an MBA from Yale University and a BA in Urban Studies from Northwestern University. He started out as a standup comic and then hit the road for two years as the drummer in a band before trying to save the world full time. Eric speaks regularly at dozens of conferences, events, and universities, including the Aspen Institute, Urban Institute, Yale, Duke, and the University of Virginia. He married way over his head and has two daughters who keep him humble.



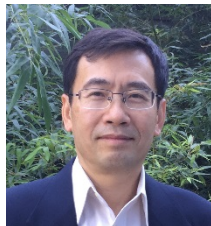
Quantified Ventures helps governments, social entrepreneurs, nonprofit organizations, and healthcare systems tap into the financial resources needed to sufficiently scale operations and deliver meaningful impact, primarily through the Pay For Success model. Quantified Ventures is currently designing, brokering, and implementing a series of environmental, health, and education transactions across the country.

Jim Levitt leads land conservation programs at the Lincoln Institute of Land Policy as an Associate Director in the Department of Planning and Urban Form. He also serves as the Director of the Program on Conservation Innovation at the Harvard Forest, Harvard University, in Petersham, Massachusetts. In addition, Levitt holds ongoing fellowships at the Harvard Kennedy School and at Highstead, a non-profit organization advancing land conservation in New England. His work focuses on landmark innovations in the field of land and biodiversity conservation (both present-day and historic) that are characterized by five traits: novelty



and creativity in conception; strategic significance; measurable effectiveness; international transferability; and the ability to endure. Levitt has written and edited dozens of articles and four books on land and biodiversity conservation. He has lectured widely on the topic in venues ranging from Santiago, Chile, to Beijing, China, and Stockholm, Sweden. Among his current efforts, Levitt plays an instrumental role in the effort to organize the International Land Conservation Network (ILCN), whose mission is to connect organizations around the world that are accelerating voluntary private and civic sector action to protect and steward land and water resources. Levitt is a graduate of Yale College and the Yale School of Management (Yale SOM). He was recently named a Donaldson Fellow by Yale SOM for career achievements that “exemplify the mission of the School.”

Zhi Liu is a Senior Fellow and Director of China Program at the Lincoln Institute of Land Policy and Director of Peking University – Lincoln Institute Center for Urban Development and Land Policy in Beijing, China. Previously he had worked in the World Bank for many years with operational experiences in East Asia, South Asia, and Latin America. He holds a Ph.D. from Harvard University in Urban Planning.



Rafael Lotfi is a lawyer with a specialization in Environmental Management and Environmental Law. He has a Master’s in biodiversity conservation and sustainability and is currently a Partner responsible for environmental law and sustainability law at the firm Pacianotto, Fernandes and Lotfi. He is a collaborating member of IPÊ - Instituto de Pesquisas Ecológicas, a non-governmental organization with twenty-five years of experience working in the conservation of Brazilian biodiversity. He is a Professor of Environmental Law with practical experience in the recovery of habitats and protected areas, as well as in agriculture and industrial production of low carbon, especially in the production of sugar and alcohol.



John Lounds’s passion for conservation and appreciation of nature was developed while growing up in rural Ontario and spending late summers at a family cottage. John then applied these interests at university, obtaining his undergraduate degree in environmental studies (urban and rural planning) from the University of Waterloo and then a master’s degree in environmental studies from York University.



Prior to joining the Nature Conservancy of Canada (NCC), John was the Executive Director of the Federation of Ontario Naturalists (now Ontario Nature) for six years. Previous to that, he also held several positions with the Government of Ontario, including as a program director for the Ontario Round Table on Environment and Economy, a management board analyst for the ministries of Environment and Northern Development and Mines and an energy conservation planner with the Ministry of Energy.

John joined NCC as its president and CEO in October 1997. Through his leadership, NCC has further defined its unique role as an organization that works with individuals and groups across Canada who share NCC’s passion for land conservation. NCC uses creative means to achieve this goal.

Under John’s leadership, NCC has achieved great success, having grown from an annual budget of \$8 million in 1997 to approximately \$80 million by 2017. In the process NCC has helped conserve 2,800,000 acres (more than 1.1 million hectares) of ecologically significant lands across Canada since 1962. While NCC has accomplished much over the past decade, in John’s view, “there is so much more to do.”

John is a governor of the University of Waterloo, and was previously a member of the Dean’s Advisory Committee at the Faculty of Environment at the University of Waterloo. He has served as a director of the George Cedric Metcalf Charitable Foundation, the Smart Prosperity Initiative, the International Land Conservation Network and on the Canadian councils of the North American Bird Conservation Initiative and the North American Wetlands Conservation Act.

Steve Mack helped create the Guanacaste Community Fund in 2013 at the behest of the CRUSA Foundation and has since served as its executive director. He has lived and worked in Costa Rica since 1989, during which time he has been editor of The Tico Times newspaper, the director of a successful campaign to raise \$18 million for nature conservation on Costa Rica's Osa Peninsula and co-founder and director of CEDARENA, among the first organizations in Latin America dedicated to the development of environmental law.



Melinda Macleod leads the Environmental Resilience Global Signature Program for the BHP Billiton Foundation, a charity based in the US. Melinda comes from an environmental background that included 16 years with the Western Australian Environmental Protection Authority up to 2011. At that time she joined the BHP Iron Ore team and spent five years in Environmental Strategy and HSE leadership roles. In 2016, Melinda took on the joint roles of Principal Sustainability and Lead Environmental Resilience Global Signature Program at BHP's Global Headquarters in Melbourne and from November 2017 moved full-time to the BHP Billiton Foundation.



Rosa Madera is a lawyer Master's Degree in European Law and Master in Public Administration from Oviedo University with more than 20 years of international experience in different areas and with a high degree of social vocation. She was the Executive Director of the Ibañez Atkinson Foundation, created at the Ibañez Atkinson family's request in order to formalize their philanthropic interest. Previously she was the Business Relations Director of the Family Companies Association.



Celia Velma Mahung has leadership skills in dynamic and flexible environments, great management and negotiation skills, and good capacity at generating

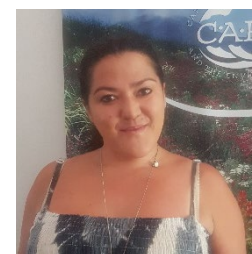


confidence. Celia is an educator and conservation leader in southern Belize. Under her leadership for over a decade, the Toledo Institute for Development and Environment (TIDE) is recognized nationally and internationally for ecosystems management and biodiversity conservation. Celia is known for her ability to enhance stewardship of natural resources among children, youth and adults. Toledo Institute for Development and Environment protects over 20,000 acres private protected lands along major watersheds in southern Belize. She is tasked with the responsibility of ensuring effective management of the lands along with co-management of the Paynes Creek National Park and the Port Honduras Marine Reserve with the Belize government. Mahung knows and loves her country and is dedicated to the long-term sustainability of its natural resources.

Victoria Marles is the CEO Trust for Nature. Victoria joined Trust for Nature as CEO in 2009, recognizing the organization's valuable work protecting biodiversity in the state of Victoria. Since its establishment in 1972, Trust for Nature has protected more than 100,000 hectares of privately owned land through conservation covenants and the establishment of nature reserves. Victoria is also on the steering committee of the International Land Conservation Network and the Australian Business Biodiversity Initiative. She was previously the state's Legal Services Commissioner, CEO of the Legal Services Board, Deputy Telecommunications Industry Ombudsman and Deputy Director of the Communications Law Centre. She currently chairs the Abbotsford Convent Foundation Board. Victoria is the owner of a property near Wedderburn with a conservation covenant.



Alex Marsh is based at the South African National Biodiversity Institutes Biodiversity Information and Policy Advise Division and has specialized in the natural resource management sector for the past 7 years. She currently convenes the Department of Environmental Affairs (DEA) Natural Resource Management Programmes' Community of Practice, which involves both high level policy interventions and a Socio-Ecological Systems focus at the regional scale. Alex

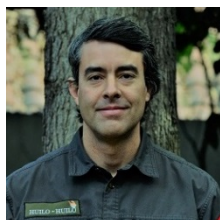


also acts as a Biodiversity Stewardship Policy Advisor for the GEF funded Biodiversity and Land Use Project. She has work streams in both Biodiversity Finance and the water sector through the newly constituted Biodiversity and Water Security Programme.

Daniela Martinez is a partner at Quintanilla & Busel Niedmann, a Chilean law firm that focuses on energy regulation and public policy. She holds a Master of Laws (LL.M) from Harvard Law School and a Master in Public Policy from Harvard Kennedy School. She also holds a Law Degree from University of Chile Law School. She has served as legal and policy advisor to the Minister of Energy of Chile, where she led the elaboration of an energy efficiency bill and was a key advisor on land use and electricity regulation. Daniela also worked at the Natural Resources Defense Council, Washington D.C office, where she was in charge of developing an energy efficiency policy proposal for Chile. As a social activist, Daniela was co-Director of the team that started the Mexican branch of the NGO “Un Techo para mi país”, that builds basic housing for the underserved in Latin America. During her time at Harvard, she worked on consensus building projects with Professor Lawrence Susskind. Today she advises leading private actors and NGOs on innovative solutions to problems at the intersection of energy, electricity, land use and environmental regulation and public policy.



Rodrigo Mata is the Commercial Manager at Huilo Huilo Biological Reserve. He specializes in the commercial and general management of hotels and tourism companies, focusing on those that offer services in natural and remote environments, and which base their operations on sustainable practices.



Lisa McLaughlin is Vice President of Conservation Policy and Planning at the Nature Conservancy of Canada. In her 18 years with NCC, she has lead initiatives to ensure the highest standards in private land protection, developed funding and program partnerships with public and private



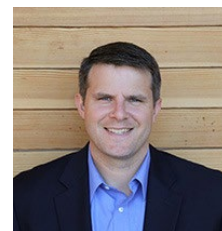
sector organizations and agencies and launched a national conservation volunteer program. In this capacity she has developed strategic and operational plans, managed multi-million dollar budget and as a member of the executive team, help set the agenda for one of Canada’s largest non-profit organizations.

Over her career, Lisa has served as a Director for the Ontario Land Trust Alliance (vice Chair), the Ontario Stewardship Network and the Canadian Land Trust Alliance. She is currently a Steering Committee member of the International Land Conservation Network and a volunteer member of the International Union for the Conservation of Nature’s (IUCN) World Commission on Protected Areas and Privately Protected Areas Specialist Group. Beginning as a field biologist, Lisa developed expertise in field data collection, analysis and interpretation. Moving from the field to the office, Lisa consistently applied the same curiosity, critical thought and positive attitude that yields tangible, practical solutions. Lisa earned a Bachelors of Science degree and a Master’s of Science degree from the University of Guelph.

Carlos Mendoza is a biologist with a degree in Natural Resources Management from the Catholic University of Temuco and a graduate degree in Environmental Management. He is a candidate for a Doctor's in Environmental Sciences and Inland Aquatic Systems of the Faculty of Environmental Sciences at the University of Concepción. His passion for mountain environments and the exploration of basin watersheds has led him to work on different challenges within State affiliated agencies (Glaciology and Snow Unit -DGA / MOP); research centers (Center for Advanced Studies in Arid Zones – CEAZA La Serena) and universities (University of Concepción).



Dr. Spencer Meyer is a senior conservationist at Highstead, where he leads their work to develop regional conservation finance capacity to accelerate forest and farmland conservation. Spencer is also an associate at the Harvard Forest and is an author of the Wildlands and Woodlands vision for conserving New England’s landscape. As an interdisciplinary scientist conducts research on landscape ecology, land protection

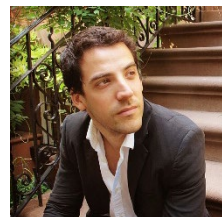


trends, and ecosystem services. Previously, Spencer was a NatureNet Fellow jointly with the Yale School of Forestry and Environmental Studies and The Nature Conservancy. Before that, Spencer spent 12 years in Maine, working on sustainable forestry research with large landowners, academic, and conservation partners. He earned Ph.D. and M.S. degrees from the University of Maine and an A.B. from Dartmouth College. Spencer serves on the steering committee for the Conservation Finance Network, the management committee for Dartmouth's Second College Grant (a 27,000-ac multiple-use property in northern New Hampshire), and is a scientific advisor to the Forest Society of Maine.

Lisa Micheli has over 30 years' experience applying her technical, policy, and fundraising expertise to the design and implementation of ecological conservation, research and education programs. She completed her graduate studies at University of California at Berkeley as a NASA Earth Systems Research Fellow in 2000 and now focuses her research on relationships between watershed health and biodiversity. She is the co-chair of the Terrestrial Biodiversity Climate Change Collaborative (TBC3), a Switzer Environmental Leader, and a Fellow of the California Academy of Sciences. She joined California's Pepperwood Foundation in October of 2009 as its premiere Executive Director with an emphasis on applying philanthropy as a catalyst for effective public-private conservation partnerships.



Alejandro Mitarakis has been close to wine all his life. He is part of the third generation of a family dedicated to the wine industry. In 2009, he became part of Emiliana, the biggest organic winery in the world. He has participated in major changes in terms of image for the company, development of new brands and communication strategies. In 2013 after finishing an MBA, he became part of the commercial area, covering the North American market, where he lived for almost two years as manager of the brand. Today, he is the Global Marketing Manager in charge of developing marketing and communicational strategies for the company and its wide portfolio of brands in more than 60 countries, as well as the



development of the tourist center located in the Casablanca Valley that currently receives almost 60,000 visitors each year.

Brent A. Mitchell is Senior Vice President at the Quebec Labrador Foundation / Atlantic Center for the Environment based in Massachusetts, USA. In his early career he worked as a field biologist for America's oldest land trust, The Trustees of Reservations. Since joining QLF in 1987 he has promoted private approaches to nature stewardship through projects and exchanges in more than 50 countries. Brent chairs the Specialist Group on Privately Protected Areas and Nature Stewardship of IUCN's World Commission on Protected Areas. He is also a founding partner in the (US) National Park Service's Stewardship Institute.



Hernan Mladinic was born in southern Patagonia and is a sociologist from the University of Chile. He has a Master of Arts in Environmental Studies from the University of Toronto. In 1989, he started campaigning and organizing international meetings on Southern and Antarctic environmental problems. In 1994, he joined the Ministry of Planning and Cooperation, serving as Regional Secretary of the Aysen Region. After his studies in Canada, he was admitted in 2000 to the National Environmental Commission (now Ministry of the Environment) in the areas of inter-ministerial coordination and strategic environmental information. In 2002, he worked at the Cleaner Production Centre at INTEC, which later merged with Fundación Chile, becoming researcher at the Sustainable Energy Program. Between 2004 and 2008, he served on the Planning and Management Division of the National Petroleum Company (ENAP) in the areas of Environment, Renewable Energy, Social Responsibility and Business Intelligence. In the same period, he taught the "environmental socioeconomics" course for the Masters at Environmental Planning and Management at the University of Chile. Since July 2008, he has been Executive Director of the Pumalin Park and Project (now Tompkins Conservation) and since 2009 Director of Yendegaia Foundation. He was heavily involved in the Patagonia without Dams campaign, which resulted in the rejection of the Hydroaysen



project in 2014. He has been the lead negotiator with the Chilean government for the donation of land to create National Parks. First, between 2011 and 2013, in the creation of Yendegaia National Park in Tierra del Fuego, and currently leading the implementation of the agreement to create or expand eight national parks, encompassing more than ten million acres. This will create the so call "Route of Parks" of Patagonia, a network of seventeen national parks across 1,700 miles from Puerto Montt to Cape Horn.

Flora Moir runs the Private Lands Conservation Program for the Mexican Fund for the Conservation of Nature in Mexico City. The program seeks to empower landowners and livestock producers to become stewards of the environment by strengthening and mobilizing knowledge networks, building institutional capacity among stakeholders, and designing and facilitating access to financial mechanisms that promote working landscapes across the country. Flora holds a Bachelor of Science degree in ecology, evolution and behavior from the State University of New York at Binghamton. She has over ten years of experience in the environmental field working with a diverse set of organizations from local non-profits like the River Project and the Brooklyn Bridge Park Conservancy to large research universities like the Georgia Institute of Technology and the Lamont-Doherty Earth Observatory at Columbia University. Flora spent time in the advertising and design world as director of education and outreach at the Art Directors Club, where she helped to connect New York City public high school students with careers in visual communications. She later returned to Columbia University to manage the Earth Institute Postdoctoral Fellowship and other funding programs that help translate basic science to on-the-ground solutions for reducing poverty around the world.



Emily Moothart is a graduate student in Environmental Science within the School for the Environment at the University of Massachusetts-Boston and a National Science Foundation supported Integrated Graduate Education and Research Traineeship Senior Fellow. She received her Bachelor's of Science degree in Environmental



Geography with a geospatial certificate from the University of Wisconsin – Eau Claire. There she analyzed groundwater and surface water nutrient concentrations in relation to invasive Reed Canary Grass stands to determine the significance of their spatial and temporal presence as a product of increased agricultural runoff. Emily is a former Environmental Protection Agency GRO Fellow in Denver, Colorado where she served as a Hazardous Waste Site Assessor and Manager, analyzing heavy metal concentrations at abandoned mine sites. She has previously studied dams and their impact on nutrient cycling. Emily's current research involves characterizing and mitigating open space vulnerability in regards to sea level rise in Boston metropolitan area.

Florencia Morales is Argentinean; she studied in Madrid and obtained a degree in Environmental Sciences. In 2008, she completed a Master's degree in Natural Protected Areas with special interest in Private Land Conservation. Her final project was about a comparative analysis of the private land conservation movements of Argentina, Brazil, Chile and Spain. At the beginning of her professional career, she worked in Madrid as an environmental technician. She returned to Argentina in 2011, where she started as a consultant for different environmental projects related to sustainable cattle in Corrientes in northern Argentina (financed by the GEF), water quality in Mendoza in the west of the country (financed by the UN-FAO), to the creation of the Argentinean Network of Natural Private Reserves, a network that she has coordinated since its beginning in 2014.



Mauricio Moreno, born 1968 in Santiago, Chile. He grew up in Quito, Ecuador and studied and graduated in 1992 from Universidad Católica de Chile as an Industrial Civil Engineer. He also has a Msc in Engineering and an MBA. In 1995, with his father, he started a leading Eco-real estate project: Reserva Ecológica Oasis de La



Campana. On a 2,500 hectare land parcel, adjacent to Parque Nacional La Campana within a World Reserve of the Biosphere, declared by UNESCO. As an essential part of the project they created Fundación para la Recuperación y Fomento de la Palma Chilena, and donated 1,000 hectares to it for a Private Land Reserve. He has more than 20 years working to save the Chilean palm (*Jubaea chilensis*) in coordination with CONAMA, CONAF, and different Ministries, environmental NGOs, and private persons and enterprises. He is president of his family's foundation, participates in the Consejo Consultivo del Bosque Nativo, a consulting board for the Native Forest law for more than six years, and cooperates in the Restoration committee instituted after this year's fires by the Ministerio de Medio Ambiente. Currently, he is the President of "ASI Conserva Chile", representing the association of private and indigenous community protected areas, in which 36 associate conservation initiatives participate across ten regions of Chile.

Francisco Morey Cañoles is a journalist from Chile. His career has been developed mainly in non-profit organizations dedicated to the conservation of terrestrial and marine ecosystems in Chile. He has worked for Universidad Austral de Chile, UN-FAO (consultant) and for the Third Environmental Court of Chile based in Valdivia. He has also been a university professor in science communication. Currently he is part of the Pew Bertarelli Ocean Legacy project. Since February 2017 he is a board member to Forecos Foundation.



For his professional achievements in 2009 received the Fulbright - Hubert H. Humphrey scholarship awarded by the US government. The HH Humphrey program candidates are selected based on their leadership potential and commitment to the common good (public and private sectors.) This scholarship was developed at Boston University and the Massachusetts Institute of Technology (MIT) in Cambridge where he studied nonprofit organizations management, science communication and public dispute resolution.

Lawrence B. Morris is President Emeritus of QLF. He has worked for QLF since 1975, when he was tapped as the Director of the Living Rivers Program, QLF's first environmental effort in Tabusintac, New Brunswick, Canada. Larry holds a B.A. in History from Princeton University (1969) and M.S. and Ph.D. degrees in Natural Resources Management from Cornell University. After college, he served as an Officer in the U.S. Army including a year in Vietnam and Southeast Asia. After graduate school (1977), he joined QLF full-time, becoming the first Director of the Atlantic Center for the Environment, the environmental division of QLF. Eleven years later, Larry was named President of QLF. QLF continues to develop its regional program model (combining community service and conservation in North America) with extensive environmental stewardship exchanges with overseas regions such as the Middle East, Latin America, and Central and Southeast Europe, and Southeast Asia. In the same period, QLF's endowment grew to over \$8 million. Today over 20% of the annual QLF budget is driven by government contracts tapping QLF's experience in working across borders and at the community level as a community-based conservation organization. Larry has been on a number of organizational boards including: The New Hampshire Audubon Society, the New England Salmon Association, the International Council for Bird Preservation (U.S. Section), The St. John River Society (New Brunswick), the Cornell University School of Agriculture's Advisory Council, and the National Intern Advisory Committee for the Environmental Careers Organization (ECO). Larry was also a director of the Princeton University Class of 1969 Community Service Fund and Camp Pasquaney (a New Hampshire boy's camp). Larry and his wife, Tina, live on a 300-year old farm in Boxford, Massachusetts.



Kiragu Mwangi has worked sixteen years in the BirdLife International Partnership. From 2001 to 2005, he was based with Nature Kenya – BirdLife's partner in Kenya. He has now spent twelve years working for BirdLife International, based in Cambridge, in the United Kingdom. Currently, Kiragu is a Senior Capacity Development Manager at BirdLife. In this role, the focus is on empowering



people with capacity development initiatives and projects targeted to individuals for professional development, organizations and systems across the 120 BirdLife International partners. He is very interested in working with people to develop capacity to deliver conservation projects. Capacity for Conservation's website is one of the examples of work Kiragu has participated in to harness critical information for improving capabilities of individuals and organizations working in biodiversity conservation. Kiragu is also very interested in knowledge management, especially for critical areas affecting people and biodiversity. This has led to developing information platforms for conservation practitioners interested in engaging in dialogue with stakeholders at site, sub-national and national levels on the links between biodiversity conservation, ecosystem services and climate change. Kiragu has a BSc in Natural Resources Management and an MSc in Applied Ecology and Conservation. He is a PRINCE2 and MSP certified practitioner and foundation levels respectively, both accredited to APMG International. He has carried out ecological field surveys in Kenya, Tanzania, South Africa, Ethiopia and United Kingdom. For entertainment, he loves playing and watching football, visiting new places for cultural experiences, reading widely on current affairs and meeting new people.

Emily Myron is project manager for the International Land Conservation Network, a project of the Lincoln Institute of Land Policy. Her work connects and supports organizations around the world that are accelerating voluntary private and civic sector action to protect and steward land and water resources. Emily does this by facilitating communication, sharing case studies and best practices, and organizing in-person workshops, meetings, and staff exchanges to building capacity within the international private land conservation movement. She is excited to help practitioners around the globe learn from one another and develop a strong community of practice that plays a critical role in conserving irreplaceable ecological and cultural landscapes. She previously worked for the Chesapeake Conservancy managing landscape-scale conservation projects and government relations. Emily holds a master of environmental management degree in ecosystem science and conservation from Duke University's Nicholas School of the



Environment, and a bachelor of arts in biology from St. Mary's College of Maryland.

Stefan Nagel, J.D. is an internationally recognized legal authority (now retired) and consultant on the protection of environmentally and culturally significant properties in private land ownership. Following an active real estate and environmental law practice in the USA and abroad as legal fellow to the Institute of European Environmental Policy, Stefan served for nearly 15 years as legal counsel to The Nature Conservancy and the National Trust for Historic Preservation. From 1995 to the end of 2017 Stefan was Of Counsel to the Law Office of Stephen J. Small, Esq., P. C. Stefan has planned, negotiated and closed hundreds of land conservation and historic preservation transactions both in the USA and abroad. He has assisted innumerable property owners and land conservation organizations in planning the succession and protection of important properties, and helped form a number of organizations active in domestic and international land conservation activities. A substantial contributor to the seminal The Conservation Easement Handbook, Stefan is also the co-author of Model Conservation Easement and Historic Preservation Easement, 1996, and editor of Appraising Easements (3d Ed.) and Conservation Options: A Landowner's Guide (2003). Stefan has been honored with the Wright Spirit Award given by the Frank Lloyd Wright Building Conservancy, Chicago, Illinois.



Flávio Ojidos is an environmental lawyer and consultant. He has been working with private land conservation since 2006 when he developed his first project on the topic. Since then he has been working on the challenge of how to pay the bill for conservation. During these years he has dedicated himself to developing a few projects to find answers to the challenge including a guide to access public funds for land owners, the "ICMS Ecológico" website, which is a mechanism of tax incentive of land conservation, and a state of art of environmental compensation strategy for Brazilian states and the Green Areas Bank, where he has been developing the concepts around the endowment fund to put into practice the economic model of a



continuous cycle to conservation. Last September he presented on the Brazilian experience with private land conservation at the Europarc Conference 2017, which was held in the Magic Mountains, Portugal. Currently, he is about to publish a book using his Master's monography as a reference on "Continuous Cycle Conservation: management model for financing of private natural heritage reserves".

Jessica Owley has been a professor of law at SUNY Buffalo since 2009. She teaches and researches in the areas of property law, land conservation, and climate change. She attended the University of California-Berkeley where she obtained a PhD in Environmental Science, Policy & Management along with a JD. She is an expert on land trusts conservation easements under U.S. law. Her latest work stretches beyond the boundaries of the United States to examine private protected areas around the world. This has included both projects on soil conservation in Africa and an examination of the National Trust in England. In 2017, she was a visiting professor at Universidad Pontificia - Comillas in Madrid where she began investigations into the Spanish land stewardship program (custodia del territorio). Yet, somehow her Spanish is still terrible. She is a member of the IUCN Commissions on Environmental Law and Protected Areas. She served several years on the board of a local land trust in New York.



Roberto Peralta was admitted as an attorney in Chile in 1993 and in New York, USA, in 2000. His education includes studies at Universidad de Chile, University of California Los Angeles, and Harvard University. He has worked at Unión Social de Empresarios y Ejecutivos Cristianos, Lan Chile Group and with the law firms Philippi, Yrarrázaval, Pulido & Brunner, Toro y Depolo and with Peralta, Gutiérrez y Asociados since 2008. He has been a professor at Universidad Católica (2012-2017), Universidad de Chile (1988-2006), Universidad Alberto Hurtado (2011-2014) and Simón de Ciro (2007-2017) and a member of Colegio de Abogados A.G. and the Unión Social de Empresarios y Ejecutivos Cristianos.



Guillermo Perez began his professional career in 1993 in the remote northern Canada working in land management and bird conservation. In 2009, he moved back to Chile to work on mitigating conflicts between animals and people in marginalized communities in Latin America under Veterinarians Without Borders-Canada. In 2014, he co-founded the NGO The Global Alliance for Animals and People whose mission is to improve quality of life of animals and people. He has a degree in Natural Resource Science from Thompson's River's University, Canada and a Master's in Science from University of Saskatchewan, Canada.



Stefano Picchi is a naturalist with seventeen years of experience in projects on nature conservation (LIFE/Natura2000) for the European Commission and private/public bodies, such as WWF OASI. He is a lecturer at Bologna University with the science faculty in the use of European funds for nature conservation projects and a teacher in some master courses. He has worked as monitor of LIFE projects for the European Commission and as evaluator of new proposals. In recent years, Stefano has been author and Project Manager of some LIFE projects on Natura2000 and ecosystem services, involving local communities in land conservation (LIFE MGN, LIFE MontidellaTolfa) and presently manages a project in the Venice Lagoon on the restoration of dune habitats named LIFE REDUNE. Stefano is familiar with scientific communication and interested in Ecotourism. He is also a member of the national council of LIPU Birdlife Italy. Stefano holds a Master's degree in Natural Science, from Bologna University with honors. Stefano keeps an updated a blog on nature financing in Europe: <http://europeanatura.blogspot.it/>



Constanza Pinochet is the executive director of ASI Conserva Chile, an institution that brings together different private initiatives from all over the country. She graduated as a biologist from Universidad de Chile and completed a Master's in Biological Sciences at the same university. Her professional career has been focused on environmental impact studies, research in



phylogenetic diversity and native flora, and working on conservation in protected areas. She participates in the private protected area "Hacienda El Durazno" in Coquimbo region, doing research on native flora and fauna, and developing a program of environmental education with the community.

Jose Antonio Prado is a Forest Engineer, working as Senior Advisor at the Ministry of Agriculture, Chile. He is in charge of land use, land use change and forests issues negotiations in the UNFCCC and the national coordinator of the AFOLU GHG Inventory.



From 2004 to 2011, he was the Director of the Forest Assessment, Management and Conservation Division of FAO in Rome. From 1994 to 1998, he was the Director of the Chilean forest service, CONAF. He has more than 20 years of experience as a researcher at the Chilean Forest Research Institute, INFOR (Director from 2000 to 2002).

Neida Pumarejo-Cintrón is the Land Conservation Director and Legal Counsel of Para la Naturaleza, Inc. She obtained her law degree at the University of Puerto Rico Law School where she graduated with honors. Para la Naturaleza, Inc. is the oldest and largest land trust in the islands of Puerto Rico. She was in charge of the land acquisitions of over 60% of the portfolio of the organization. She was member of the Civil Rights Commission of the Puerto Rico Bar Association, and also has extensive experience in development and construction projects, as well as management of rental properties. Ms. Pumarejo is also a Certified Professional Coach.



Miquel Rafa was born in Barcelona in 1966 and is a Biologist specializing in nature conservation with more than 25 years experience working for conservation NGOs in Catalonia and at the international level (DEPANA, WWF, IUCN, EUROSITE, UIAA, etc.). He is a member of the Nature Conservation Council of Catalonia. He is also the Director of Territory and Environment at the



Foundation Catalunya-La Pedrera, a major institution in Catalonia that works in several areas "to help People to build a better and fairer future". The Foundation is the owner and maintains a considerable cultural and natural heritage, such as the charismatic and World Heritage building of La Pedrera, a masterpiece of architect Gaudi in Barcelona, or a multicultural center around the 10th century Romanic Monastery of Sant Benet del Bages, not far from Barcelona. On the side of natural heritage and environment, the Foundation is the major land trust in Catalonia and helps protect a network of 25 natural sites, visited by more than 400,000 people per year and manages two environmental education centers in the Pyrenees and in the Ebro Delta, the latter including the Biosphere Reserve "Terres de l'Ebre".

María Olivia (Malala) Recart

joined BHP in September 2010 as VP Corporate Affairs Operations Americas. She completed her primary, secondary and university education in Concepción, where she carried out her Commercial Engineering studies. She later received a Masters degree in Economics from Georgetown University, United States. Throughout her career, Malala has contributed to different sectors of the economy. She worked at a trade association (as Research Manager of the Chamber of Industry and Commerce of Concepción in 1987-1988); in the policy sector (as Social Policy Consultant at the Treasury Department from 1991 to 1993 and then as Credit Executive Coordinator at the World Bank for the modernization of the Tax Administration); at a non-profit organization (as Chief of Entrepreneurship and Technology Transfer Projects, Manager of the Educational Area and finally Development Manager at Fundación Chile, from 1994 to 2005); in the public sector (as Undersecretary of Treasury from 2006 to 2010); and the private sector (as VP Corporate Affairs Operations Americas at BHP since 2010). María Olivia is married to Osvaldo and has two daughters.



Jose Rehbein is a Chilean engineer passionate about nature, a conservationist. Born in the south of Chile, since he was young he has spent most of the time outdoors, camping, trekking,



hiking or volunteering, the most interesting ones, with Tompkins Foundation and Conservación Patagónica. Jose worked for 4 years building responsible ways of generating energy in Chile, starting with Ecoenergías, a solar company he built with his partners, where he worked Chief of Projects, followed by other projects such as Borg, a project to develop a sustainable chemical battery that raised over 350,000 USD; or Villa Alemana's Energy Strategy, with Universidad Santa María. Today, Jose is studying the MEnvMan Master, major in Conservation and Natural Resource Management at The University of Queensland, Australia; working in conservation policy with Dr. Paul Schmidt and Private Protected Areas Conservation Planning with Dr. Edward Game and Dr. James Watson. Jose is also the Oceania Ambassador for the NGO Preserve in Community (PIC).

Marcela Rentería is the Executive Director for the Harvard University's David Rockefeller Center for Latin American Studies, Regional Office (RO).

Along with Steve Reifenberg, Marcela is one of the co-founders of the Regional Office, Harvard's first-ever, university-wide overseas office, and a model for Harvard international initiatives in other parts of Latin America and in Asia. She is also one of the co-founders and leaders of Harvard's Recupera Chile initiative, an ongoing multidisciplinary, disaster-recovery project working in communities devastated by the earthquake and tsunami of February 2010. Currently, Marcela also serves in the Board of America Solidaria in Chile. Previously, and since the Regional Office's founding, she worked as Program Officer, managing the budgets and financial administration for all RO represented countries, strategic development, and faculty-led projects. A native of Colombia and with a background in advertising, Marcela worked in Bogotá for five years as a creative copywriter in international advertising agencies such as Leo Burnett and Saatchi & Saatchi. Marcela holds a Master's degree in Intercultural Relations from Lesley University and a B.S. in Mass Communications, with an emphasis in Organizational Communication, from the Pontificia Universidad Javeriana in Bogotá.



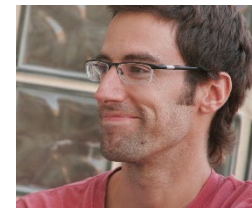
Carmen Rosa Ringeling is the executive director of Corporación Bosques de Zapallar, an institution that manages Parque el Boldo, a protected area of Mediterranean forest in Zapallar, Chile.



Marecelo Ringeling is a businessman and entrepreneur, founding companies in the fields of publications, the finance sector and in the areas of Information Technologies. He has been one of the leaders in the development and implementation of IT solutions in Chile and other Latin American countries. Marcelo studied at the civil engineering school of the University of Chile. He is an active member of Corporación Parques para Chile Foundation since its inception (2002), seeking ways to collaborate in the public / private conservation of natural heritage. He is also President of Fundación Lago Colico, which aims to preserve valuable places for nature conservation and improve the quality of life in the southern Araucanía region of Chile and Advisor to Tierra Austral Foundation, the first Chilean Land Trust. Marcelo is co-founder of Templado, a consulting firm specializing in effective actions for nature conservation both in the field of private conservation and public policy. He has participated in working groups formed to articulate legal and tax mechanisms that drive private conservation in Chile, and has represented in various forums the interests of entrepreneurs who understand that nature conservation is a cornerstone of development. Marcelo has participated in the work of the ILCN as a member of the Advisory Council.



Jofre Rodrigo was born in Igualada, Catalonia in 1978. He holds a Bachelor's Degree in Environmental Studies from the University of Girona, as well as a Master's Degree in Advanced Studies in Foundations of Economic Analysis from the same university. Following his Master's degree, he focused on professional environmental consultancy. He is currently executive co-director of the Land Stewardship Network of Catalonia (XCT). Established in 2003, XCT is a second-level organization composed of over 160 associations, foundations, city councils,



enterprises and persons working in the land stewardship network. A working group under XCT coordination facilitated, for the first time in Europe, the civil code regulation of land stewardship contracts in Catalonia. Currently, the Government of Catalonia is working together with the XCT to implement a public Register of Stewardship Agreements and a tax incentive framework for land stewardship.

Javier Salvatierra is the executive director of Fundación Plantae, which works with people and communities for the conservation, access and conscious use of natural spaces.



Javier Sanchez is an Agricultural Engineer with 3 years experience in community works and landscape development in Patagonia. He works with the Mustakis Foundation and other real estate companies in the land conservation processes for their investments in Aysen and other estates in Chile. For 2 years, he worked as sales regional manager for the biggest AgroIndustrial white meat Chilean producer.



Sam Schuchat became Executive Officer of the Coastal Conservancy in July 2001. He serves on the boards of the Los Cerritos Wetlands Authority, the Baldwin Hills Conservancy, and the Santa Monica Bay Restoration Commission. He served on the California Fish and Game Commission from 1999 to 2004 including two years as Vice-President. He was the Executive Director of the Federation of State Conservation Voter Leagues from 1998 to 2001. From 1992 to 1998 he was the Executive Director of the California League of Conservation Voters, the nation's largest and oldest state environmental PAC with 25,000 members. Mr. Schuchat has a Bachelor's degree in Political Science from Williams College and a Master of Public Administration degree from San Francisco State University.



Loring Schwarz's commitment to protection of critical natural resources dates to the early 1970's. As Director of the Climate Change Program at Mass Audubon, she built an integrated program to address this threat through education, policy, member action, and land conservation. Over 25 years with The Nature Conservancy, Loring directed a system of state and provincial Natural Heritage Programs; led science policy advocacy for the Northeast US; established a strong presence for the Eastern Caribbean Program; served as TNC's Mediterranean Region Project Advisor; and led the successful Massachusetts TNC state program and its conservation vision. In 2005, Loring received TNC's One Conservancy Award for leadership in the Caribbean Basin.



While at The Conservation Fund, Loring produced the book *Greenways, a Guide to Planning, Design and Development* (Island Press), and advised linear conservation programs in Massachusetts, Rhode Island and Connecticut.

Loring maintains advisory roles with Island Press, The New England Wildflower Society, Massachusetts League of Women Voters, and serves on the Board of the Massachusetts Land Trust Coalition and Friends of Spannocchia. Loring holds a BS in Biology from Tufts University, a Masters of Forest Science from Yale University and a certificate in climate policy from the UN.

Flavio Sciaraffia is the director of GeoAdaptive Ltda @Chile, a global applied-research lab and consultancy specializing in socio-ecological interactions, spatial economics, infrastructure, and landscape planning. He holds a Master in Landscape Architecture from Harvard University Graduate School of Design, and has worked as a research associate for the same university. Flavio is interested in larger scales involving coupled socio-ecological systems, in which urbanization and landscapes are a single entity and mutually dependent, making their management, design, and spatial understanding critical to addressing sustainability. His disciplinary scope is focused on addressing integrated conservation goals around land, water, biological and socio-cultural



resources at the landscape level in growing urban regions with a particular focus on developing or underprivileged contexts. His professional and academic work spans places such as Santiago, Chile, Mexico City, dwindling agricultural hinterlands and water rights conflicts in Colorado, and urban margins in Los Angeles, US. Flavio takes on spatial methodologies combining landscape planning frameworks and design to provide strategic spatial scenarios considering the synergies and trade-offs between stakeholders in the spatial context. Integrating conservation and productivity is a priority in Flavio's approach when planning for a sustainable landscape change between urbanization processes and resources hinterlands and source landscapes. He combines analytical methods in GIS and remote sensing, integrating them with design tools in a feedback loop to critically inquire, map and assess socio-ecological systems and landscape-level interactions. Flavio holds additional degrees in Architecture and Urban Design, and his projects have been awarded by the American Association of Landscape Architects (ASLA), the Boston Society of Landscape Architects (BSLA), and the Harvard Innovation Lab.

Carolina Sepulveda has overseen communication for Tantauco Park for four years. Her goal is spread awareness about the Park and its emblematic projects. Before Tantauco, she worked at the Chilean company Masisa, which is dedicated to producing wooden boards, in the areas of internal communications and sustainability.

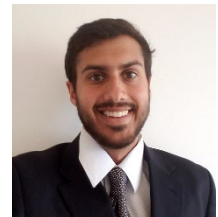
Claudia Silva is a Chilean Environmental Biologist from Universidad de Chile. She earned a Master's degree in Ecology at the same institution and later pursued a Master's in Biodiversity Conservation and Management at the University of Oxford. Her professional interest focuses on bridging the gap between conservation science and application, both in the public and private spheres. She is currently Coordinator of the Offsets and Conservation Strategies area for the Chilean WCS Programme.

Marion Silva is a Biologist (1997) with a Master's in Zoology (2001) from the Federal University of Paraná. Since 2009, she has been part of the Boticario Group Foundation for Nature Protection team, spending 4 years in the Science and Information department and assuming the current position of



Protected Areas Coordinator in 2013. As an independent consultant, she has worked in the States of Paraná, Bahia, Goiás and Tocantins for several nonprofit organizations, state and city governments, and private institutions. She has experience with nature conservation, developing and managing projects, planning and managing protected areas, resolving conflicts and city management.

Jivan Sobrinho-Wheeler's work focuses on land and conservation policy and the power of conservation networks at both regional and international scales. Through his work with the International Land Conservation



Network, Jivan helps to connect and support practitioners and experts in private land conservation around the world. With the growth of the ILCN, he is helping the team discover how to share best practices, case studies, and private land conservation tools across continents, governmental codes, language barriers, and more. Jivan is also involved in the creation and management of a more local network, Academics for Land Protection in New England (ALPINE), a project that grew out of a partnership between the Harvard Forest, Harvard University, the Highstead Foundation, and the Lincoln Institute of Land Policy. Through ALPINE, Jivan also examines the various ways that students, faculty, and academic institutions can engage in landscape conservation efforts and act as conservation catalysts throughout New England. As a recent graduate of College of the Atlantic, Jivan is especially drawn to the role that young professionals and students can play in cross-boundary, cross-sectoral, and interdisciplinary land conservation efforts. Jivan hopes that with networks like ALPINE and the ILCN, innovative landscape conservation projects will continue to populate and transfer to new jurisdictions, and become as inclusive and diverse as possible.

Francisco "Pancho" Solís Germani

has been working to help protect the biodiversity and natural beauty of his native Chile since 2000. A lawyer by training and conservationist by passion, Francisco is a long-time advocate of conservation in Chile. In 2003, he was awarded a Paul Getty Wildlife Conservation Prize while working as



part of the Coastal Range Coalition protecting southern Chile temperate forests.

His career also includes helping to create the 147,000-acre Valdivian Coastal Reserve, which protects southern Chile's temperate rainforest. He later became manager of this emblematic project.

In 2008, Francisco moved to Santiago to develop and implement high-leverage conservation strategies, cultivating and maintaining relationships to bridge the private and public sectors, identifying and pursuing conservation opportunities and, above all, contributing to the welfare of Chile's natural heritage. In that capacity, he was instrumental in creating the 59,305 acres Alerce Costero National Park.

He also works with legislators and partners in Chile on advancing legislation and incentives for private lands conservation in the country. These efforts were given a boost in July 2016 by the passage of the Derecho Real de Conservación. This law is a major achievement and innovation to make possible long-lasting conservation. He has been also instrumental in developing the Ley Unica de Donaciones bill proposal. If passed, it will allow tax incentives for donations to foster conservation work in Chile. He has also worked as consultant for both national and international non-profit organizations to advance conservation—both marine and terrestrial—in places such as Valdivia, Easter Island and Patagonia. Currently, he is the Director of Pew's Chilean Patagonia Project, a both ambitious and urgent initiative to protect one of the world's most pristine wilderness areas.

Dr. Sacha Spector is Program Director for the Environment at the Doris Duke Charitable Foundation, where he oversees all environmental conservation grantmaking. Previously, he has served as director of conservation science at Scenic Hudson, the Invertebrate Conservation Program at the American Museum of Natural History (where he is a visiting scientist) and was the Invertebrate Red List Authority for the IUCN Species Survival Commission. He earned his PhD in ecology from the University of Connecticut and his BS in environmental biology from Yale.



Peter Stein, Managing Director of The Lyme Timber Company, has extensive experience in conservation-oriented forestland and rural land purchases and dispositions. He develops conservation sale strategies for



Lyme and also leads its conservation advisory business. Previously, Peter served as Senior Vice President of the Trust for Public Land, where he directed TPL's conservation real estate acquisitions in the Northeast and Midwest.

Peter is a member of the Board of Advisors of the Appalachian Mountain Club, serves on the board of the National Alliance of Forest Owners, as well as the Montshire Museum. He is past Chair of the Land Trust Alliance, a founding Commissioner of the Land Trust Accreditation Commission, and past board member of the Forest History Society.

Peter is a graduate of the University of California at Santa Cruz, where he received Highest Honors. He received a Certificate in Advanced Environmental Studies from Harvard University and was a Loeb Fellow. Peter has been awarded the Kingsbury Browne Fellowship from the Lincoln Institute of Land Policy and the Kingsbury Browne Award from the Land Trust Alliance.

Candice Stevens manages BirdLife South Africa's Policy & Advocacy Programme which aims at mainstreaming biodiversity conservation priorities into both the public and private sectors, with a focus on biodiversity



finance. She is a tax specialist that has introduced the first biodiversity tax incentive into the South African Protected Areas Network through her management of the Fiscal Benefits Project. Her work is comprised of advancing and testing innovative biodiversity finance solutions and policy integration relating to protected area expansion, including Privately Protected Areas and OECMs. Candice has a background in both law and commerce as well as experience in protected area expansion and other land conservation mechanisms, biodiversity finance, environmental law and policy-making on financial incentives.

Ned Strong is Executive Director of the David Rockefeller Center for Latin American Studies, a cross-disciplinary center promoting research and study among the nations of Latin America and the Caribbean and Harvard University. He joined the Center in 2010 as the Program Director for the DRCLAS Regional Office in Chile where he developed collaborative research and educational programs in the physical and social sciences, humanities and the arts. Since 1983, he was part of the management team of LASPAU: Academic and Professional Programs for the Americas, a nonprofit organization affiliated with Harvard University. He served as Executive Director from 1997 to 2010 leading the organization's efforts to address social, economic, and scientific needs in Latin America and the Caribbean through educational exchange programs sponsored by multilateral banks, U.S. and Latin American governments, and foundation and corporate donors to strengthen institutions in the Americas through scholarship programs leading to advanced degrees and through specialized professional training.



He served as a Peace Corps volunteer in Ecuador and the Dominican Republic. He serves on a number of boards and in a National Fellow of the Explorer's Club. He has a master's degree in public administration from Harvard's Kennedy School of Government and received a bachelor's of science degree in economics from the University of Pennsylvania's Wharton School.

Philip Tabas is Special Advisor with the North American Conservation Region of The Nature Conservancy in Arlington VA. He served as the Conservancy's General Counsel from 2003 to 2013. He has also held a range of legal and non-legal positions in TNC in the areas of land protection, government relations, compatible economic development and conservation planning. Philip has been with the Conservancy for thirty-seven years. Philip has been involved in numerous private land conservation and compatible economic development projects, particularly involving the use of conservation easements in the United States and in other countries. He has worked to secure tax policy and legislation changes for conservation at the US Federal and state levels of



government as well as in other countries. Prior to TNC, he practiced law with a private law firm, worked as an attorney for a government water resources management agency and was an attorney with an environmental consulting firm. Philip is a tax lawyer and a land use planner by professional training. He is a member of the American College of Environmental Lawyers; a member of the Board of Directors of The Potomac Conservancy; a member of the Board of Directors of Friends of Herring River; a co-author of *Comprehensive Planning and the Environment*, published by Abt Books; and he teaches a summer course entitled "Ecosystem Conservation Strategies" at the Vermont Law School.

Diego Tabilo joined Fundación Tierra Austral as Executive Director in January 2017. He studied Natural Resources Engineering at Universidad de Chile. He has worked as a consultant for several private and public organizations and his most recent job was in the field of invasive species management in the NGO Island Conservation, assisting in several activities to prevent extinctions on islands by removing invasive animals. At Tierra Austral, Diego is implementing a comprehensive range of activities to advance private land conservation in Chile.



David Tecklin is a Research Associate at the Austral University of Chile (UACH) and a senior advisor for the Pew Charitable Trusts. His current research and conservation work focuses on integrated marine-terrestrial conservation strategies in Chilean Patagonia, and includes coordinating multiple research teams working on the ecological and human dimensions of land-sea park development. He has worked as a conservation practitioner and researcher in the US and in Chile for over twenty years. In Chile this has included developing and directing the World Wildlife Fund (WWF) Chile program from 2000-2007 with a focus on temperate rainforests and coastal-marine conservation. Initiatives from this work included public and private land conservation, community-based conservation and development, constituency and coalition building, and strategies to reduce the environmental impacts of the salmon aquaculture and timber industries. He has



contributed to numerous articles, technical reports, and books on conservation issues in Chile. He holds a PhD in Geography from the University of Arizona, an MA from UC Berkeley and a BA from Swarthmore College.

Henry Tepper is an independent environmental consultant and an Instructor in the Sustainability Master's Program at the Harvard University Extension School. He has special expertise in land conservation, and has played a direct role in the protection of almost one million acres in the US and Latin America. Among his current consulting projects are serving as a senior advisor to the Chilean Private Lands Conservation Initiative, working with the Texas Parks and Wildlife Foundation on the creation of a conservation loan fund for the Gulf of Mexico, and developing a Climate Change Tool Kit for the Land Trust Alliance. At Harvard, Henry has developed and co-teaches a course on land conservation practice in the United States and around the world. Henry's jobs include serving as the President of Mass Audubon, as Chief Conservation Officer and a Partner at Patagonia Sur, LLC, and working for thirteen years at The Nature Conservancy (TNC), where he served first as the State Director in New Hampshire and then as the State Director in New York State. Henry has been a member of the Land Trust Accreditation Commission and the national Land Trust Leadership Council. He currently serves on the Board of the American Friends of Canadian Land Trusts and on the Steering Committee of the International Land Conservation Network. He lives with his family in Lincoln, MA.



Steve Tochilin is general manager of environmental sustainability for Delta Air Lines. His team champions Delta's efforts to reduce its environmental impact and engage employees and customers on environmental initiatives. Steve oversees Delta's carbon management and environmental health programs, and coordinates company-wide reporting on environmental, social and governance performance.

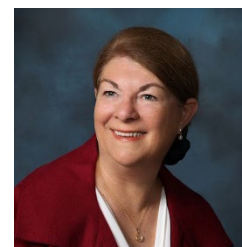


Steve has a bachelor's degree in environmental toxicology from UC Davis, a master's degree in environmental health from UC Berkeley, and an MBA from Georgia State University. Steve has 38 years of environmental, health and safety experience, including 23 years at Delta.

Jorge Trivino is the Delta Air Lines Sales Manager in Chile. He has been part of the commercial team since August 2014, leading the local sales team, as well as executing all the Delta sales and marketing initiatives in Chile.



Andrea Tuttle is a board member of the Pacific Forest Trust and independent consultant involved in forest and climate policy, mostly in California and as an Observer to the international UNFCCC climate negotiations.



California is a leader in reducing greenhouse gas emissions through a comprehensive program of incentives, regulations and a carbon trading market that addresses all sectors of the economy. We especially work to ensure that natural and working landscapes are given full recognition in state policy for their roles as emission sources and sinks, and water sources for downstream users. We advocate for funding to retain and enhance carbon sequestration at the project and landscape levels, and include watersheds in adaptation, restoration and resiliency programs. In earlier years, Andrea was the Director of the California Department of Forestry and Fire protection, and consulted on sustainable forest management and climate policy particularly in South-East Asia and China.

Diego Urrejola holds a Bachelor of Science degree in Biology from the Pontificia Universidad Católica de Chile. He has developed his professional career working in environmental management and biodiversity conservation, both in the public and private sector. For eight years he was a consultant in several UN agencies, such as UNDP and FAO. In 2013, he became Executive Director of Fundación Mar Adentro, and in 2015, Executive Director of Fundación Cosmos, which



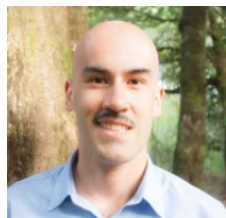
focuses on developing parks in urban and natural areas.

Cristobal Valenzuela is Co-founder of L A N D. He received his architecture degree from the Finis Terrae University with distinction, and obtained a Sustainable Architecture diploma from Universidad Católica (PUC). Incorporating the technical concepts of sustainability in the projects of L A N D, with responsible and innovative designs respectful of the natural and built environments.

Dr. Juan Andres Varas Braun is a lawyer and dean of the faculty of legal and social sciences at the Universidad Austral de Chile. Juan Andres was Intendant of the Rivers Region and integrate the Court of Appeals of Valdivia. He is a board member of FORECOS Foundation, one of the first land trusts in Chile.



Inao Vásquez is a Natural Resource Engineer from the Universidad de Chile and holds a MSc in Forest Sciences. He works in FORECOS, being in charge of developing land trust organizational capabilities, drafting and coordinating stewardship of land conservation agreements.



Stefan Versweyveld's interest in nature was first sparked when he was just 6 years old and joined the local branch of Natuurpunt, the organization he would later go on to work for.



From age eight to twenty-two, he was also strongly involved in the Flemish youth organization working on nature and environment. He studied Biology at the University of Antwerp and, after graduating in 1997, immediately started working as professional biologist for Natuurpunt, writing management plans for nature reserves the organization manages in densely populated Flanders, Belgium. In 2003, he joined the management of the organization, and since 2013 he has been the head of the Projects and Grants Department, coordinating more than 120 projects around the restoration of nature, biodiversity, landscape and heritage. He also coordinates Natuurpunt's international relations with

other nature conservation organizations, private landowners and their organizations, and public bodies.

Cynthia Vitale works with CSG staff and clients on special projects to related to water and land conservation in California. She represented CSG clients in the development, drafting and successful campaign in support of Proposition 1, a \$7.5 billion water bond on the November 2014 ballot. She also has experience with coalition building and management, strategic planning projects with individual clients, campaign management, and planning and executing legislative advocacy events at the state capitol.



Patricio Walker is a senator for the Republic of Chile. He has served on many commissions since 1999, most recently including the Presidente Comisión de Medio Ambiente y Bienes Nacionales Senado, the Presidente Comisión Especial encargada de tramitar proyectos de ley relacionados con los niños, niñas y adolescentes, and the Presidente Comisión de Régimen Interior.

Grace Weatherall studied environmental policy and English at Williams College, and graduated in 2016. She spent a year after graduation exploring her English major interests at Penguin Random House publishing in New York, and then, in 2017, she departed PRH to focus on her long-held desire to pursue a career in environmental law and policy. Grace now works as a consultant for the Quebec-Labrador Foundation, and will begin her first year of law school in the fall of 2018.



Geoff Wescott is an Associate Professor at Deakin University where his main teaching and research interests are around the relationship between science and policy, nature conservation - particularly the role of large scale conservation networks (he co-edited the book 'Linking Australia's Landscapes' in 2013) and marine and coastal policy (he co-edited the book 'Big, Bold



and Blue' on Australia's Marine Protected Areas in 2016).

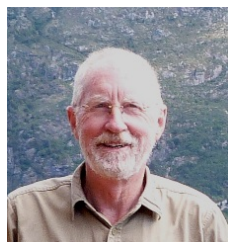
Geoff is immediate past President of the Australian Coastal Society, a Director of Zoos Victoria and a member of the Victorian Environmental Assessment Council. He has previously been a Deputy Chair of Parks Victoria, a member of the National Oceans Advisory Council and a member of the Victorian Coastal Council. He is a current member of the Advisory Council of the ILCN.

Geoff has just completed, as Chair of the Government's Expert Panel, a suite of recommendations for a new Marine and Coastal Act for the state of Victoria, Australia.

Leigh Whelpton leads the Conservation Finance Network's (CFN) effort to accelerate land and resource conservation, restoration, and stewardship by expanding the use of innovative funding and financing strategies. By training, convening, and supporting a growing network of public, private, and nonprofit professionals, CFN helps to increase the financial resources deployed for conservation. As Program Director, Leigh has developed a range of strategic initiatives and partnerships to help practitioners achieve new or better-leveraged conservation outcomes. Prior to this role, Leigh managed professional training programs and coordinated conservation initiatives and operations for the Cheetah Conservation Fund in Namibia. Leigh holds an M.E.Sc. from the Yale School of Forestry and Environmental Studies and a B.S. (Hons.) from the University of California at Berkeley.



John Whitelaw has held various positions in the Australian Government from 1971 to 1995, covering soil conservation, Antarctic operations, meteorology programs, the environment, science and technology, and international science and environmental cooperation. In the mid-80s, he was responsible for developing R&D support programs for advanced computing and molecular electronics in Australia. As Deputy Executive Director of Australia's Environment Protection Agency, he was responsible for the development and implementation of Australia's



programs in cleaner production, ozone layer protection, waste management, and chemicals issues. He joined the United Nations Environment Programme (UNEP) in 1996 as Special Adviser to the Executive Director of UNEP on the international chemicals agenda and was active in the development of the international treaties on prior informed consent for trade in chemicals (the Rotterdam Convention), Persistent Organic Pollutants (the Stockholm Convention on POPs), and mercury (the Minamata Convention on Mercury), as well as the development of a global strategic approach to international chemicals management. He was also Director of UNEP's International Environmental Technology Centre in Osaka, Japan. Since retirement from UNEP in 2008, he manages with my wife our private ecosystem renovation project in Chilean Patagonia and continues to be active on international environmental issues.

Michael Williams is a former Board member of the Australian not-for-profit private land nature conservation business—the New South Wales Nature Conservation Trust. He was its deputy chair for the last eleven of the NCT's fourteen-year existence. The NSW Nature Conservation Trust became the Biodiversity Conservation Trust under the NSW's Biodiversity Conservation Act in August 2017. The Biodiversity Conservation Act is managed by the NSW Government. Michael is also the principal of Michael Williams & Associates Pty Ltd, an Australian Sydney-based natural resource management, strategic planning and facilitation firm. Michael has had a long-standing commitment to privately protected areas through his involvement with South Australia's Heritage Agreement Scheme, the private reserve system developed and established as part of the Tasmanian Regional Forest Agreement, Wet Tropics of Queensland World Heritage Area, the Indigenous Protected Area program and has consulted widely in privately protected area policy and management including to Pew (US), The Nature Conservancy and Victorian Trust for Nature (Australia). In 2009 Michael was instrumental in the formation of the Australian Land Conservation Alliance and was on the Alliance's inaugural Board from 2009-2014. Michael is a Fellow and former president of the Environmental Institute of Australia and New Zealand (NSW Division) and is a member of the IUCN's World Commission on Protected Areas.



Rob Wilson joined The Nature Conservancy of Canada (NCC) in 2007, after many years with The TD Bank Financial Group. Rob is the Director of Conservation Finance in the New Conservation Strategies group at NCC and is responsible for managing NCC's carbon finance program and conservation offset activities, in addition to various other new conservation initiatives. NCC owns the largest North American VCS-validated forest carbon project, known as Darkwoods, located in southern British Columbia. Rob is a member of the Ontario Forest Carbon Policy Technical Working Group and also sits on the Verification Committee of the Canadian Roundtable for Sustainable Beef. Rob is involved in a number of large-scale, land conservation programs in his work at NCC.



Rob holds an undergraduate degree in political science and economics from the University of Toronto and a Master of Business Administration degree from the Rotman School of Management. Rob is also an active member of the University of Toronto's School of the Environment Finance Advisory Committee. His interest is in creative conservation and climate finance in order to mobilize capital to further conservation efforts across Canada and globally. The Nature Conservancy of Canada ranks as Canada's largest land conservation charity, having protected more than 2.8 million acres (1.1 million hectares) of lands across Canada.

Dale Wright was raised in Johannesburg, spending as much time as possible escaping the metropolis for hiking, rock climbing and other outdoor pursuits. He completed a BSc Honours degree at the University of Cape Town (UCT) in 2004, specializing in Evolutionary Biology and Zoology. Dale spent time working and travelling abroad in Europe, North and South America, before returning to Africa where he was appointed the manager of a large Privately Protected Area in Tanzania from 2007 – 2009. The conservation of the area employed a multi-faceted approach combining community development projects, environmental data collection, wildlife law enforcement and other aspects of ecosystem management. Dale subsequently completed an MSc in Conservation Biology at UCT in 2010, graduating with distinction



from the FitzPatrick Institute of Ornithology at UCT. He spent a year with WWF-SA's Biodiversity & Wine Initiative, before joining BirdLife South Africa as the Regional Conservation Manager for the Western Cape. His current work focuses on the Important Bird and Biodiversity Areas Programme and includes fundraising for conservation projects, drafting technical reports and reviewing the network of sites, coordinating staff involved in biodiversity stewardship (privately protected area) projects, raising public awareness of birds and bird conservation and maintaining partnerships with a number of government and civil society organizations involved in this work.

Miguel Zamora is a Chilean tax attorney with both private practice and public service experience. He holds a tax LLM from NYU and worked in New York City as a foreign tax counselor. He was the Tax Policy Head during the Piñera administration. Currently he is a Tax Partner at NLD Law Firm and tax professor at the Catholic University Law School, Tax LLM Program.

Felipe Zegers graduated from Pontificia Universidad Católica de Chile and has an MBA from Universidad Adolfo Ibáñez. In recent years, he founded and developed Marketgreen, which is focused on reducing the environmental impact of graphic marketing campaigns. Experience in the commercial, sales, real estate, conservation and private reserves; marketing and services in various industries, as well as business models and innovation methodologies and tools. In 2013, he was chosen by Fundación Chile as one of the 100 leaders in the "Jugados al 100 por Chile" program, achieving the third place among 1500 candidates. Between 2013 and 2017, Felipe joined the Patagonia Sur's team convinced of the important work of private land conservation in Chilean Patagonia. This experience was vital to understand how private conservation could work in Chile. In April 2017, he founded "FZW Conservación + Sustentabilidad" - a company that works in private conservation projects in Chile between Santiago and Coyahique. Today FZW C+S is working on six different projects—both for-profit and non-profit.



Hernan Zunino was born in Buenos Aires and is an agronomist. He developed most of his professional expertise working with different companies in the agribusiness sector, including commodity traders, seed and supply companies. This is how he had the opportunity to understand the dynamics of some of the agricultural value chains from primary production to final processing and learn about the impact they have on natural resources.

