

# Standards and Practices

## Crosswalk Comparison: 2004 to 2017

Wondering what happened to a practice (or part of a practice) from the 2004 version of *Land Trust Standards and Practices* in the revised Standards? See the crosswalk comparison that follows for help.

### STANDARD 1: ETHICS, MISSION AND COMMUNITY ENGAGEMENT

Land trusts maintain high ethical standards and have a mission committed to conservation, community service and public benefit.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
1A. Mission	1B. Mission, Planning and Evaluation
1B. Planning and Evaluation	
1C. Outreach	1C. Community Engagement
1D. Ethics	1A. Ethics

### STANDARD 2: COMPLIANCE WITH LAWS

Land trusts fulfill their legal requirements as nonprofit tax-exempt organizations and comply with all laws.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
2A. Compliance with Laws	2A. Compliance with Laws
2B. Nonprofit Incorporation and Bylaws	2B. Nonprofit Incorporation and Bylaws
2C. Tax Exemption	2C. Federal Tax Exemption
	10B1. Legal Requirements: Land Trust Responsibilities

2D. Records Policy	9G1. Recordkeeping
2E. Public Policy	2C1c and d. Federal Tax Exemption

### STANDARD 3: BOARD ACCOUNTABILITY

Land trust boards act ethically in conducting the affairs of the organization and carry out their legal and financial responsibilities as required by law.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
3A. Board Responsibility	3A. Board Responsibility
3B. Board Composition	3B. Board Composition and Structure
3C. Board Governance	3C. Board Governance
3D. Preventing Minority Rule	
3E. Delegation of Decision-Making Authority	3A3 and 4. Board Responsibility
3F. Board Approval of Land Transactions	3D. Board Approval of Transactions

### STANDARD 4: CONFLICTS OF INTEREST

Land trusts have policies and procedures to avoid or manage real or perceived conflicts of interest.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
4A. Dealing with Conflicts of Interest	4A. Dealing with Conflicts of Interest
4B. Board Compensation	4B. Payments to Board Members
4C. Transactions with Insiders	4C. Land and Conservation Easement Transactions with Insiders

## STANDARD 5: FUNDRAISING

Land trusts conduct fundraising activities in a lawful, ethical and responsible manner.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
5A. Legal and Ethical Practices	5A. Legal and Ethical Practices
5B. Accountability to Donors	5B. Accountability to Donors
5C. Accurate Representations	
5D. Marketing Agreements	ELIMINATED
NEW	5C. Fundraising Plan

## STANDARD 6: FINANCIAL OVERSIGHT

Land trusts are responsible and accountable for how they manage their finances and assets.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
6A. Annual Budget	6A. Fiscal Health
	3A2a. Board Responsibility
6B. Financial Records	6B. Financial Records
6C. Financial Reports and Statements	3A2c. Board Responsibility
6D. Financial Review or Audit	6C. External Financial Evaluation
6E. Internal System for Handling Money	6D. Written Internal Controls
6F. Investment and Management of Financial Assets and Dedicated Funds	3A2e. Board Responsibility
6G. Funds for Stewardship and Enforcement	6A5. Fiscal Health
	11A2. Funding Conservation Easement Stewardship

	12A2. Funding Land Stewardship
6H. Sale or Transfer of Assets (Including Land and Easements)	ELIMINATED
6I. Risk Management and Insurance	6E. Risk Management and Insurance

## STANDARD 7: HUMAN RESOURCES

Land trusts have sufficient skilled personnel to carry out their programs, whether volunteers, staff and/or consultants/contractors.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
7A. Capacity	7A. Capacity
7B. Volunteers	7B. Volunteers
7C. Staff	7D. Transition Planning
7D. Availability of Training and Expertise	7E. Staff
7E. Board/Staff Lines of Authority	3A3. Board Responsibility
7F. Personnel Policies	7E. Staff
7G. Compensation and Benefits	
7H. Working with Consultants	7C. Consultants or Contractors

## STANDARD 8: EVALUATING AND SELECTING CONSERVATION PROJECTS

Land trusts carefully evaluate and select their conservation projects.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
8A. Identifying Focus Areas	8A. Strategic Conservation Planning
8B. Project Selection and Criteria	8B. Project Selection Criteria and Public Benefit
8C. Federal and State Requirements	11E2. Conservation Easement Drafting
	10C1. Avoiding Fraudulent or Abusive Transactions
8D. Public Benefit of Transactions	8B. Project Selection Criteria and Public Benefit
8E. Site Inspection	8C. Project Evaluation
8F. Documenting Conservation Values	8B3. Project Selection Criteria and Public Benefit
	11B1b. Baseline Documentation Report
	12B1a. Land Management and Stewardship
8G. Project Planning	8D. Project Planning
8H. Evaluating the Best Conservation Tool	
8I. Evaluating Partnerships	8E. Partnership Documentation
8J. Partnership Documentation	
8K. Evaluating Risks	8C2 and 3. Project Evaluation
8L. Nonconservation Lands	5D. Non-conservation Real Property for Resale
8M. Public Issues	ELIMINATED

## STANDARD 9: ENSURING SOUND TRANSACTIONS

Land trusts work diligently to see that every land and conservation easement transaction is legally, ethically and technically sound.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
9A. Legal Review and Technical Expertise	9A. Legal Review and Technical Expertise
9B. Independent Legal Advice	9B. Legal and Financial Advice
9C. Environmental Due Diligence for Hazardous Materials	9C. Environmental Due Diligence
9D. Determining Property Boundaries	9D. Determining Property Boundaries
9E. Easement Drafting	9E. Conservation Easement Drafting
9F. Documentation of Purposes and Responsibilities	ELIMINATED
9G. Recordkeeping	9G. Recordkeeping
9H. Title Investigation and Subordination	9F. Title Investigation and Recording
9I. Recording	
9J. Purchasing Land	9H. Purchasing Land or Conservation Easements
9K. Selling Land or Easements	9I. Selling or Transferring Land or Conservation Easements
9L. Transfers and Exchanges of Land	

## STANDARD 10: TAX BENEFITS AND APPRAISALS

Land trusts work diligently to see that every charitable gift of land or conservation easement meets federal and state tax law requirements, to avoid fraudulent or abusive transactions and to uphold public confidence in land conservation.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
10A. Tax Code Requirements	10A. Landowner Notification
	10C1. Avoiding Fraudulent or Abusive Transactions
10B. Appraisals	10A. Landowner Notification

10C. No Assurances on Deductibility or Tax Benefits	10A2. Landowner Notification
10D. Donee Responsibilities – IRS Forms 8282 and 8283	10B2. and 3. Legal Requirements: Land Trust Responsibilities
	10C2 and 3. Avoiding Fraudulent or Abusive Transactions

## STANDARD 11: CONSERVATION EASEMENT STEWARDSHIP

Land trusts have a program of responsible stewardship for their conservation easements.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
11A. Funding Easement Stewardship	6A5. Fiscal Health
	11A. Funding Conservation Easement Stewardship
11B. Baseline Documentation Report	11B. Baseline Documentation Report
11C. Easement Monitoring	11C. Conservation Easement Monitoring
11D. Landowner Relationships	11D. Landowner Relationships
11E. Enforcement of Easements	11E. Conservation Easement Enforcement
11F. Reserved and Permitted Rights and Approvals	11F. Approvals and Permitted Rights
11G. Contingency Plans/Backups	11G. Contingency Strategy
11H. Contingency Plans for Backup Holder	ELIMINATED
11I. Amendments	11H. Amendments
11J. Condemnation	11I. Condemnation
11K. Extinguishment	11J. Partial or Full Extinguishment

## STANDARD 12: FEE LAND STEWARDSHIP

Land trusts have a program of responsible stewardship for the land held in fee for conservation purposes.

2004 Land Trust Standards and Practices	2017 Land Trust Standards and Practices
12A. Funding Land Stewardship	6A5. Fiscal Health
	12A. Funding Land Stewardship
12B. Stewardship Principles	ELIMINATED
12C. Land Management	12B. Land Management and Stewardship
12D. Monitoring Land Trust Properties	12C. Inspecting Land Trust Properties
12E. Land Stewardship Administration	12B3. Land Management and Stewardship
12F. Community Outreach	1C2. Community Engagement
12G. Contingency Backup	12D. Contingency Strategy
12H. Nonpermanent Holdings	5D. Non-conservation Real Property for Resale
12I. Condemnation	12E. Condemnation