



TOWNSHIP OF WILMOT

Council Meeting Minutes

Monday, October 19, 2020

Council Meeting

Electronic Online Participation

7:00 P.M.

Members Present: Mayor L. Armstrong, Councillors A. Hallman, C. Gordijk, B. Fisher, J. Gerber and J. Pfenning

Staff Present: Chief Administrative Officer G. Whittington, Director of Information and Legislative Services D. Mittelholtz, Director of Public Works J. Molenhuis, Director of Parks, Facilities and Recreation S. Jackson, Director of Development Services H. O'Krafka, Director of Corporate Services / Treasurer P. Kelly, Fire Chief R. Leeson, Director / Curator Castle Kilbride T. Loch, Manager of Municipal Law Enforcement E. Merritt, Manager of Accounting / Deputy Treasurer A. Romany, Manager of Customer Service and Community Development M. Jones

1. MOTION TO CONVENE INTO CLOSED SESSION (IF NECESSARY)

2. MOTION TO RECONVENE IN OPEN SESSION (IF NECESSARY)

3. MOMENT OF SILENCE

4. LAND ACKNOWLEDGEMENT

4.1 Councillor C. Gordijk read the Land Acknowledgement

5. ADDITIONS TO THE AGENDA

5.1 REPORTS – Item 11.3.2 Report No. PW 2020-17, Extension of Contract – 2020/2021 Winter Maintenance

RESOLUTION No. 2020-161

Moved by: Councillor B. Fisher

Seconded by: Councillor J. Pfenning

THAT Item 11.3.2 be added to the agenda under REPORTS as Report No. PW 2020-17, Extension of Contract – 2020/2021 Winter Maintenance.

CARRIED.

6. DISCLOSURE OF PECUNIARY INTEREST UNDER THE MUNICIPAL CONFLICT OF INTEREST ACT

None disclosed.

7. MINUTES OF PREVIOUS MEETINGS

7.1 Council Meeting Minutes October 5, 2020

Resolution No. 2020-162

Moved by: Councillor J. Pfenning

Seconded by: Councillor C. Gordijk

THAT the minutes of the following meeting be adopted as presented:

Council Meeting October 5, 2020.

CARRIED.

The Director of Information and Legislative Services / Municipal Clerk confirmed that the change to the way minutes were written was to create meeting minutes that capture the decisions of Council, how the decisions were made and to provide a balance between minutes that are verbatim versus decisions only.

8. PUBLIC MEETINGS

9. PRESENTATIONS/DELEGATIONS

9.1 Indoor Arena Ice Usage and Needs Update Report

Anand Desai, Associate Planner, Monteith Brown Planning Consultants

The presentation provided by Anand Desai, Associate Planner, Monteith Brown is attached as Appendix A.

In response to Council, Mr. Desai confirmed that cost efficiencies can be recognized with multiple ice pads operating in the same facility, provided the demand is there.

In response to questions from Council concerning funding and potential cost saving measures, the Director of Corporate Services advised that the funding models from senior levels of government are intended for outdoor recreation facilities.

Mr. Desai advised that their research has indicated Wilmot based organizations prefer to use Wilmot facilities as opposed to collaborating with neighbouring hockey associations and noted that the demands can change quickly. The Director of Parks, Recreation and Facility Services noted that hockey associations are not run by the municipality and further research would be required.

Council expressed their interest and awareness in ensuring inclusivity for ice sports. Mr. Desai noted that immigration trends are showing an interest in the Canadian culture of ice sports. Mr. Desai also noted that inclusion of girls' hockey has challenges with ice time and the ice time allocation policy being developed should assist in addressing that issue. The Director of Parks, Recreation and Facility Services advised that once an organization has prime ice time it can be difficult for them to surrender that for newer groups.

Council asked for clarification on the proposed recommendation and if it is proposing a new arena being built for the 2021-2022 season and The Director of Parks, Recreation and Facility Services clarified that the study could identify a new arena would be utilized for the 2021-2022 season and identifies the immediate need.

Council asked if there is a possible option of utilizing current facilities and Mr. Desai advised that if that is the direction from Council it can be investigated. The Director of Parks, Recreation and Facility Services noted that funding options would be a factor and the development of a Terms of Reference would identify such.

9.1.1 REPORT NO. PFRS 2020-13

Indoor Arena Ice Usage and Needs Analysis Update

Resolution No. 2020-163

Moved by: Councillor J. Pfenning

Seconded by: Councillor J. Gerber

THAT the recommendations in the Indoor Arena Ice Usage and Needs Analysis Update prepared by Monteith Brown Planning Consultants Ltd. be received and;

THAT staff proceed with Recommendation #2 'to undertake further study to determine strategies for delivering a third ice surface' and;

THAT funding be included into the 2021 budget as per the existing 10-year Capital Forecast at an estimated cost of \$55,000; and,

THAT the existing contract with Monteith Brown Planning Consultants Inc. be extended to include strategies for delivering a Third Ice Surface report.

CARRIED.

9.2 rare Charitable Research Reserve

Land Securement Strategy

Stephanie Sobek-Swant, Tom Woodcock and Robert Orland

rare Charitable Research Reserve provided a presentation, it is attached as Appendix B.

Council asked if a collaboration with Indigenous Groups have been considered and Ms. Sobek-Swant advised that program is already in place to ensure the inclusion.

9.3 Reep Green Solutions

Impact Report 2020

Mary Jane Patterson, Executive Director

Reep Green Solutions provided a presentation, it is attached as Appendix C.

Council asked if there has been outreach within the Township for partnership opportunities to encourage residents to develop alternative ground cover options. Ms. Patterson advised there are opportunities for collaboration should the Township desire.

10. CONSENT AGENDA

10.1 REPORT NO. FD 2020-04

Third Quarter Activity Report

10.2 REPORT NO. ILS 2020-27

Lottery License Request

**Optimist Club of New Hamburg
Moparfest Car Raffle**

10.3 REPORT NO. CK 2020-004

Quarterly Activity Report – July, August & September 2020

10.4 REPORT NO. DS 2020-023

3rd Quarter 2020 Building Statistics Summary

10.5 REPORT NO. ILS 2020-30

Appointment of Drainage Engineer

Mackie Drain

Part 10, Plan 532, New Hamburg

Township of Wilmot

10.6 REPORT NO. ILS 2020-29

Quarterly Activity Report

July 1 to September 30, 2020

Resolution No. 2020-164

Moved by: Councillor A. Hallman

Seconded by: Councillor C. Gordijk

THAT Report Nos. FD 2020-04, ILS 2020-27, CK 2020-004, DS 2020-023, ILS 2020-30, and ILS 2020-29 be approved.

CARRIED.

11. REPORTS

11.1 INFORMATION AND LEGISLATIVE SERVICES

11.1.1 REPORT NO. ILS 2020-31

Exotic Animal By-law Amendments

Resolution No. 2020-165**Moved by: Councillor C. Gordijk****Seconded by: Councillor A. Hallman**

THAT By-law 2020-39 be adopted in respect to the raising of laying hens within the settlement areas of the Township of Wilmot.

CARRIED.

The Manager of Municipal Law Enforcement outlined the report.

Council asked if fines should be included in the By-law and the Director of Information and Legislative Services advised that set fines are approved at the Provincial level.

The Manager of Municipal Law Enforcement confirmed for Council that the By-law is specific to coops in residential areas and not agricultural operations.

Council asked how staff determined the \$100 fee and the Manager of Municipal Law Enforcement advised that the fee was decided as a one time fee to cover staff costs of inspection and assist in potential additional enforcement.

Council asked for clarification on the age requirement for the hens and the Manager of Municipal Law Enforcement advised that age allows for proper identification of a hen and not a rooster as well as health clearances.

11.2 CORPORATE SERVICES**11.2.1 REPORT NO. COR 2020-035**

Statement of Operations as of September 30, 2020 (un-audited)

Resolution No. 2020-166**Moved by: Councillor B. Fisher****Seconded by: Councillor J. Gerber**

THAT report COR 2020-035, Statement of Operations (un-audited) as of September 30, 2020, as prepared by the Manager of Finance / Deputy Treasurer, be received for information purposes.

CARRIED.

The Manager of Accounting / Deputy Treasurer outlined the report.

Council asked the status of the Township Workprogram and the CAO advised that the initial intent was to combine the Workprogram and the Strategic Plan; however, due to the 2019 Novel Coronavirus, the timeline for both items was delayed.

11.2.2 REPORT NO. COR 2020-036

Capital Program Review as of September 30, 2020 (un-audited)

Resolution No. 2020-167

Moved by: Councillor C. Gordijk Seconded by: Councillor J. Pfenning

THAT Report FIN 2020-036, Capital Program Review as of September 30, 2020 (unaudited), as prepared by the Manager of Finance / Deputy Treasurer, be received for information purposes.

CARRIED.

The Manager of Accounting / Deputy Treasurer outlined the report.

11.2.3 REPORT COR 2020-037

Financial Impact Analysis (COVID-19) Update III

Resolution No. 2020-168

Moved by: Councillor C. Gordijk Seconded by: Councillor J. Pfenning

THAT Report COR 2020-37, outlining the projected financial impact resulting from the COVID-19 pandemic be received, for information purposes; and further

THAT the Township of Wilmot continue to advocate and pursue funding opportunities from senior government sources to offset the negative financial impacts of the COVID-19 pandemic.

CARRIED.

The Director of Corporate Services outlined the report.

11.3 PUBLIC WORKS AND ENGINEERING**11.3.1 REPORT NO. 2020-16****Award of Contract – 4x4 Crew Cab Pickup Truck****Resolution No. 2020-169****Moved by: Councillor B. Fisher****Seconded by: Councillor A. Hallman**

THAT RFP 2020-20 be awarded to Barry Cullen Chevrolet Cadillac Ltd. to supply and deliver one (1) 2021 – Silverado 2500 4x4 Crew Cab Pickup Truck as per their proposal dated September 22, 2020, in the amount of \$45,496.41 plus HST.

CARRIED.

The Director of Public Works and Engineering outlined the report.

11.3.2 REPORT NO. 2020-17**Extension of Contract – 2020/2021 Winter Maintenance****Resolution No. 2020-170****Moved by: Councillor C. Gordijk****Seconded by: Councillor A. Hallman**

THAT the extension of the existing contract be approved for snow clearing services with Dundee Nursery and Landscaping, in the amount of \$126,140.78, plus HST.

CARRIED.

The Director of Public Works and Engineering outlined the report.

12. CORRESPONDENCE**12.1 Ontario Ombudsman Annual Report****12.2 Letter from John Jordan****Resolution No. 2020-171****Moved by: Councillor A. Hallman****Seconded by: Councillor C. Gordijk**

THAT Items 12.1 and 12.2 be received for information.

CARRIED.

13. BY-LAWS

13.1 By-law No. 2020-38 - Fees and Charges By-law Amendment

13.2 By-law No. 2020-39 - Amendments to the Exotic Pet By-law to include Laying Hens in Settlement Areas

Resolution No. 2020-172

Moved by: Councillor B. Fisher

Seconded by: Councillor J. Pfenning

THAT By-laws Nos. 2020-38 and 2020-39 be read a first, second, and third time and finally passed in Open Council.

CARRIED.

14. NOTICE OF MOTIONS

15. ANNOUNCEMENTS

- 15.1** Mayor L. Armstrong advised that on October 22, 2020 at 6:00 pm the four Township's in Waterloo Region will be having an informational meeting to have KPMG present their Interim Report on the findings of the Joint Services Review. This meeting will be hosted by Wilmot over You Tube.

Resolution No. 2020-173

Moved by: Councillor A. Hallman

Seconded by: Councillor J. Pfenning

THAT the Council Meeting Schedule be amended to include October 22, 2020 6:00 pm for a Waterloo Townships' All Council Meeting, to be held electronically.

CARRIED.

- 15.2** Councillor A. Hallman thanked the community Optimist Clubs for offering alternative activities for area children for Halloween.

- 15.3** Councillor A. Hallman noted that Small Business Week starts tomorrow and encouraged residents to support local business.

- 15.4** Councillor A. Hallman thanked Mayor L. Armstrong for acknowledging Breast Cancer Awareness and also thanked Councillor C. Gordijk for cancer awareness and fundraising through the Wilmot Terry Fox initiatives.
- 15.5** Councillor J. Pfenning challenged people to participate in the Zero Waste Month challenge.
- 15.6** Councillor J. Pfenning acknowledged the implementation of the Township Facebook page.
- 15.7** Councillor J. Pfenning thanked the Schout Family for the generosity for trail development in the community.
- 15.8** Councillor J. Pfenning advised that the Halloween celebration hosted by the Wilmot Family Resource Centre is on Saturday October 31.

16. BUSINESS ARISING FROM CLOSED SESSION

17. CONFIRMATORY BY-LAW

17.1 By-law No. 2020-40

Resolution No. 2020-174

Moved by: Councillor C. Gordijk

Seconded by: Councillor J. Pfenning

THAT By-law No. 2020-40 to Confirm the Proceedings of Council at its Meeting held on October 19, 2020 be introduced, read a first, second, and third time and finally passed in Open Council.

CARRIED.

18. ADJOURNMENT (9:05 PM)

Resolution No. 2020-175

Moved by: Councillor J. Gerber Seconded by: Councillor B. Fisher

THAT we do now adjourn to meet again at the call of the Mayor.

CARRIED.

APPENDIX A

Indoor Arena Ice Usage & Needs Analysis

Presentation to Township
of Wilmot Council

October 19, 2020



PFRS Master Plan Recommendation #12

Re-evaluate the need for a third ice pad in 2020 ... [and] monitor participation and utilization trends during this time to ensure that the demand for ice is sustained during this period...If a third ice pad is determined to be required, undertake a site selection process, which should include the following options:

- a) re-opening the New Hamburg Community Centre for ice*
- b) expansion of the Wilmot Recreation Complex*
- c) any other site(s) deemed appropriate for consideration*



TOWNSHIP
OF WILMOT

Township of Wilmot January 2017

PARKS, FACILITIES, AND RECREATION SERVICES master plan



mbpc

Monteith♦Brown
planning consultants

Purpose of the Analysis

To assess the timing of future ice pad provision, updating the arena component of Wilmot's 2017 Parks, Facilities & Recreation Services Master Plan and the 2013 Ice Usage & Needs Analysis.

The Township will use the 2020 Ice Usage & Needs Analysis to develop an implementation strategy for future ice surfaces.



Project Objectives

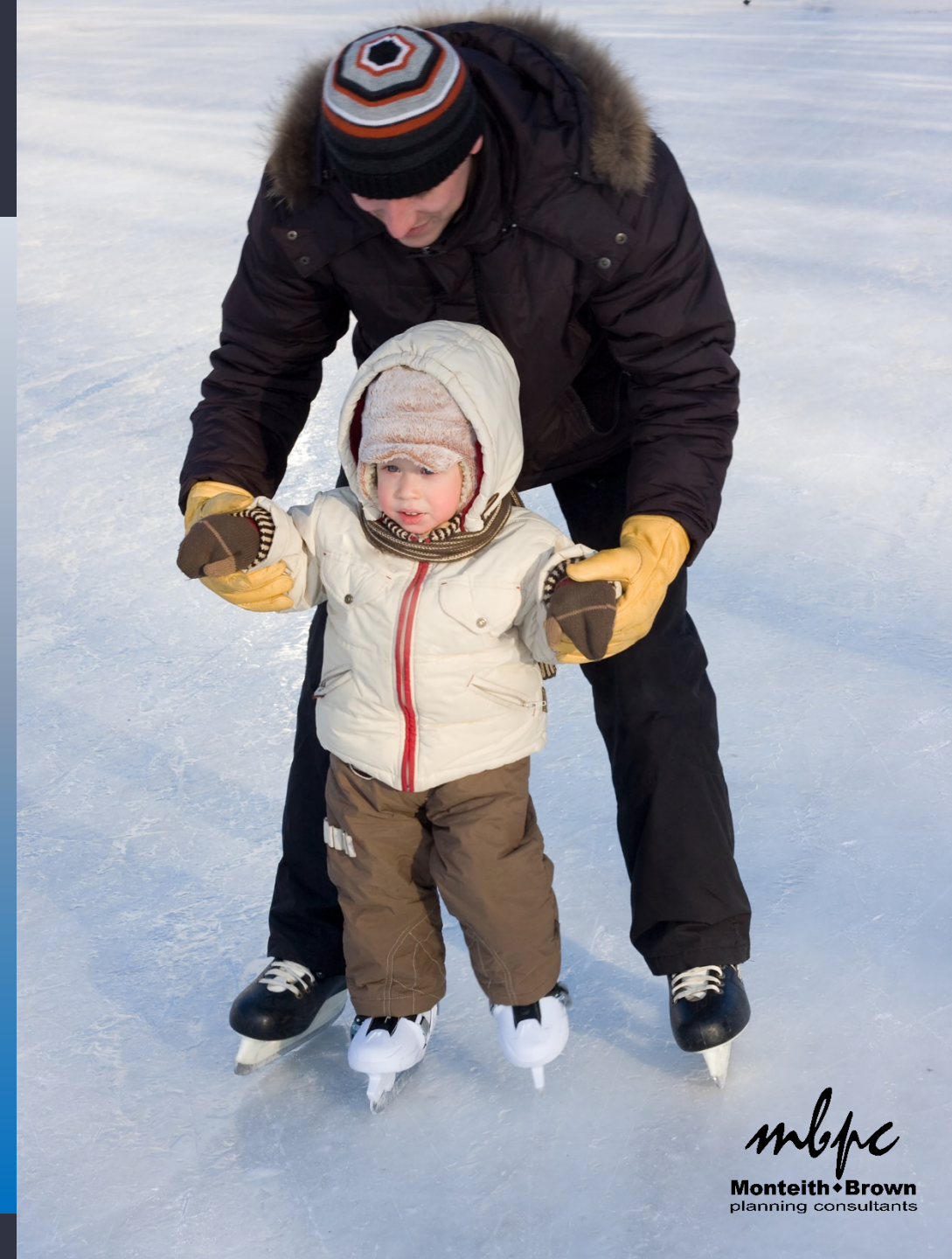
- Assess trends in arena demand
- Consider local ice sport participation and current demographics
- Evaluate changes in use of Wilmot ice pads since the Master Plan
- Gather input from major local ice sport organizations regarding current and future demand
- Project future ice surface demand

Note: location, design, cost, and form of management for additional ice pads will be assessed through future work.



Study Timeline

June 2020	Project Initiated Demographics & Trends Research Arena Stakeholder Consultations
July	Arena Market Conditions Review Ice Pad Needs Assessments
August	Draft Ice Usage & Needs Analysis Review by Township Staff
September	Final Ice Usage & Needs Analysis
October	Presentation to Council



Arena Stakeholders Contributing Input

- New Hamburg Hockey Association
- Wilmot Girl's Hockey Association
- New Hamburg Skating Club
- New Hamburg Firebirds
- 15 Adult Teams / Pick-Up Leagues



Themes From Discussions

- Minor hockey (girls and boys) rents 15 hours per week outside of Wilmot because of local capacity constraints
- Youth hockey organizations estimated that they could book between 37 and 56 additional hours per week of prime time ice in Wilmot if it was available
- A number of adult leagues cannot grow within their allocated ice time
- Certain concerns over impact of COVID-19 (noting consultations were held in June, near the start of the pandemic)

Arena Market Conditions

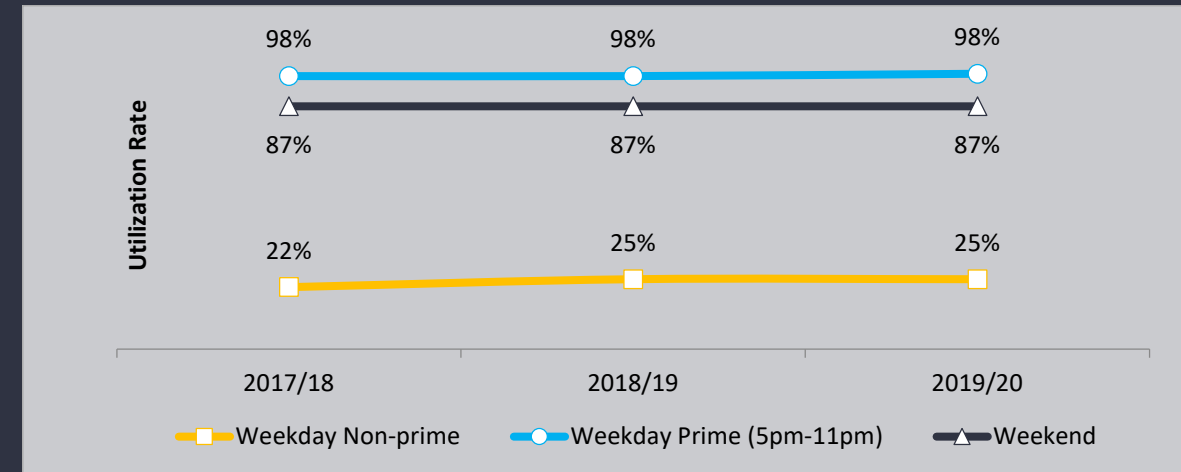
The WRC's prime time (weekday and weekend) utilization rate of 92% means it is operating near full capacity. There are few opportunities to accommodate more usage during prime time.

Wilmot's population of 21,850 is projected to reach 28,500 by 2031, an average annual rate of growth that would be nearly double that recorded between the 2011 and 2016 Census periods.

Children and teens account for the majority of prime time usage in most arena systems. By 2031, the 5 to 19 age group is forecasted to increase by 43% over 2016 levels.

The number of Wilmot youth registered in ice sports has increased by 30% over the past decade.

WRC Arena Utilization Rate for the Past 3 Winter Seasons



Registration in Organized Ice Activities for the Past 3 Winter Seasons

	2017/18	2018/19	2019/20
Youth Registration			
New Hamburg Hockey Association	560	600	590
Wilmot Girls Hockey Association	242	252	255
New Hamburg Skating Club	235	270	275
New Hamburg Junior C Firebirds	23	23	23
Subtotal – Youth	1,060	1,145	1,143
Other/Adult Registration			
Wilmot Girls Hockey Association (Senior B)	18*	18*	18
New Hamburg Hockey Association (U21)	25*	25*	25
Adult Leagues / Teams (estimated)	no data		381**
Subtotal – Other/Adults	no data		424
TOTAL	-	-	1,567

Future Arena Market Potential

Overall registration in local youth and adult ice organizations is anticipated to grow from 1,567 to 2,085 (a 33% increase) by 2031.

- The number of youth ice sport participants is forecasted to grow by 32% (approx. 400 registrants).
- The number of adult participants is forecasted to grow by 34% (approx. 100 registrants).

This assumes that the Region's population forecasts are attained (including by age group), that the participation rate in ice sports does not change, and groups can accommodate future growth through available ice and programming.



There is Demand for 3 Ice Pads in the Short-term

Continuing to target 1 ice pad per 450 registered youth participants (ages 5 to 19), consistent with Wilmot's 2017 Parks, Facilities & Recreation Master Plan, results in a **need** to provide one additional ice pad as early as the 2021/22 season.

The projected arena deficit generally equates to 30 to 40 hours of pent-up demand, consistent with the request from Wilmot's major arena users.

Based on current projections, the need for a fourth ice pad is projected to emerge around or shortly after the year 2031.



10-Year Projection of Ice Pad Needs

The Township has reached the demand threshold of 2.5 ice pads at which the 2013 arena analysis and 2017 PFRS Master Plan recommended a third ice pad.

Projection of Ice Pad Needs, Township of Wilmot (2019/20 to 2031)

	2019/20	2026	2031
Forecasted Youth Registration	1,143	1,400	1,550
Number of Ice Pads Required (@ 1 ice pad per 450 youth registrants)	2.5	3.1	3.4
Additional Ice Pads Required	0.5	1.1	1.4



Next Steps: Examine Location and Cost Factors for the Third Ice Pad

The Township would need to undertake further study to determine where the third ice surface will be located. Options could include:

1. rehabilitation of the New Hamburg Community Centre as a winter ice venue;
2. expansion to the Wilmot Recreation Complex; or
3. construction of a new arena at a different site.

Part of the site selection process should also involve preparation of cost estimates (capital and operating) as these will differ by the location chosen.



Monitor Impacts of COVID-19 and Local Participation Rates

Review potential implications of COVID-19 on arena participation and utilization rates as they pertain to short-term arena demand.

Before deciding upon a fourth ice pad, confirm future arena market conditions including the rate of population growth (with emphasis on the 5 to 19 age group), changes to participation rates, additions or removals of ice pads from the regional arena supply, changes to user group programming requirements and capabilities, etc.





THANK YOU





Introducing the *rare*sites land securement strategy



More land protected for conservation across Waterloo Region

Stephanie Sobek-Swant, Tom Woodcock, Robert Orland
rare Charitable Research Reserve, Orland Conservation

1

A land trust and environmental institute

Conservation



Research



Education



Key focus 2020-2024:

Stewardship & Place —
Conservation and restoration of land is *rare*'s core priority.
We will launch and begin to implement the *rare*sites land securement strategy; being on the land and with the land will form the basis for everything else we do.

2



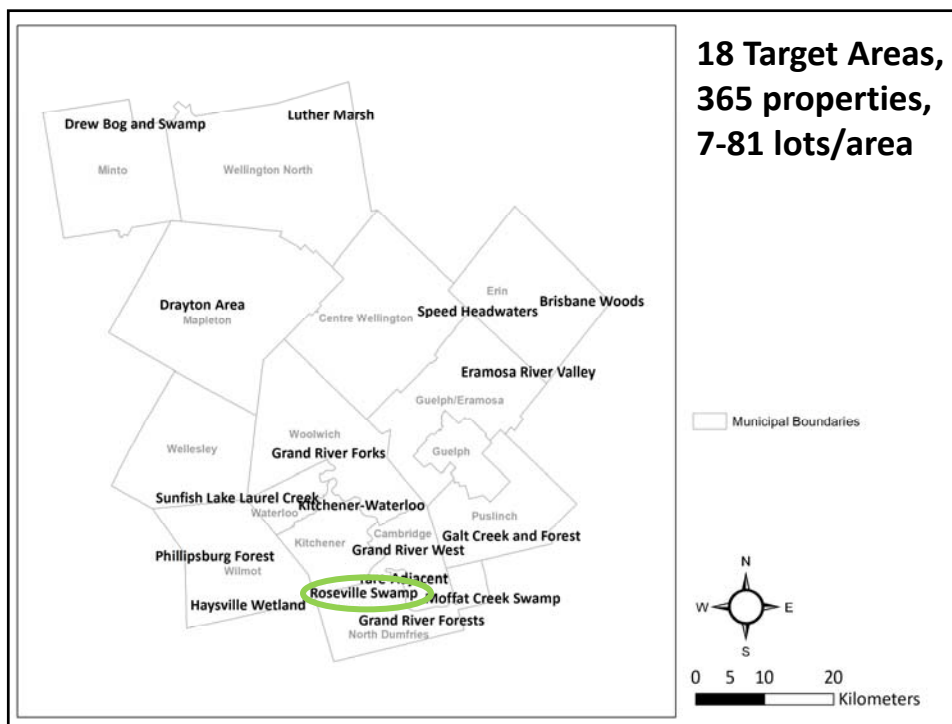
Organization	Land Secured (ha)	Actively securing in the area	Partner Potential	Focus
Conservation Halton	~300	Some	Yes	Area expansion & linkage
County of Wellington	525	No	Yes	Forests
Credit Valley Conservation	~39	No	Yes	Credit Valley Trail
Ducks Unlimited Canada	0	No	Yes	Waterfowl habitat
GRCA (Grand River CA)	7,933	No	Yes	Outside the area
Nature Conservancy of Canada	0	No	Possibly	Outside the area
Ontario Farmland Trust	38	Yes	Yes	Farmland
Ontario Heritage Trust	11	No	Tech support	Natural heritage
Ontario Nature	0	No	Yes	Ecological
rare Charitable Research Reserve	400	Yes	Yes	Ecological
Region of Waterloo	435	No	Yes	Greenlands network
Waterloo Region Nature	8	Yes	Yes	Ecological
TOTAL	9,664			

5

Securement strategy criteria

- Ecological and physical science,
- Parcel size (>2 ha),
- Urbanization threat,
- Potential for funding,
- Geographic dispersion to serve every lower tier municipality within the Region of Waterloo and Wellington County; and,
- Limited to a reasonable number of landowner contacts that can be approached within a five year program.

6



7



Conservation Targets

400 ha of additional land secured in 5 years

- Average target parcel size 25.5 ha
- adjusted to 23 ha for partial takings
- 10% of landowners are interested after outreach
- 5% get ultimately secured

8

Target area: Roseville Swamp



First acquisition
(Reiner property)
Ecogift donation
nearing completion
in 2020

9

Landowner Options

Most landowners only
know of two disposition
options for their land:

- Sell it; or
- Leave it to their children



10



Land Securement Methods

- Land Donation
- Split Receipt
- Conservation Severance
- Bequest
- Life Interest Agreement
- Conservation Easement Agreement

11

Environment Canada Ecological Gifts Program

- Register donations through the Ecogifts Program
- 0% capital gains tax
- Full appraised value is receipted (100% inclusion)
- Donation value can be spread over 10 years

Ecological Gifts

Canadians donating ecologically sensitive land



Many Canadians who own ecologically sensitive land have no guarantee that the piece of nature they have cherished for years will be cared for in the future. Through the Ecological Gifts Program, landowners can protect their land, create a legacy, and at the same time may receive a substantial income tax benefit.

Create a legacy and receive a tax break today

EtihadMedia.com



Ecological Gifts Program
Canadians donating ecologically sensitive land



Programme des dons écologiques
Les Canadiens faisant don de terres écosensibles

12



Thank you!



Robert Orland
President, Orland Conservation
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www.orlandconservation.ca



Stephanie Sobek-Swant
Executive Director, *rare Charitable Research Reserve*
stephanie.sobek-swant@reresites.org
www.reresites.org



Land Securement Strategy

rare Charitable Research Reserve | 2018



Produced by Orland Conservation, 2018.

Revisions and edits by Chris Gosselin, Roger Suffling, Stephanie Sobek-Swant and Tom Woodcock, *raresites* land securement team, 2019.

Copy editing by Bridget Hinnegan, 2019.

orlandconservation.ca

raresites.org



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Land Acknowledgment

Founded on December 6 2001, the **rare Charitable Research Reserve** is a community-driven urban land trust, nature reserve and environmental institute. The reserve's headquarters and first three locations comprise over 900 acres within the Haldimand Tract; spanning six miles on either side of the Grand River from source to mouth, the Haldimand Tract is land granted to Indigenous Peoples in 1784 to recognise their support for the British in the American Revolution.

For all its properties, **rare** acknowledges and is grateful to all of the original stewards of the land. This land has been rich in diverse Indigenous presence since time immemorial. We would like to honour and respect the sovereignty of both First Nations in our area: the Onkwehon:we Peoples of Six Nations of the Grand River and the Anishinaabe Peoples of the Mississaugas of the Credit. Nia:weh and Miigwech to these Nations who share their lands with us. We'd also like to acknowledge the Neutral people, for whom we have archeological evidence dating back 10,500 years.

Index of Terms and Acronyms

ac	Acre (4046.86 square metres)
ANSI	Areas of Natural and Scientific Interest
DCL	Designated Conservation Lands
DLA	Designated Land Areas
EGP	Ecological Gifts Program
ESL	Environmentally Sensitive Landscape
ESPA	Environmentally Sensitive Policy Areas
ha	Hectare (2.47 acres, or 10 000 square metres)
HSP	Habitat Stewardship Program (Environment Canada)
MNRF	Ministry of Natural Resources and Forestry
NCC	Nature Conservancy of Canada
OCEF	Ontario Community Environment Fund
OFT	Ontario Farmland Trust
OLTA	Ontario Land Trust Alliance
OLTAP	Ontario Land Trust Assistance Program
Polygon (map)	A map that stores spatial geographic information in customized “shapes” using polygons that can indicate closed areas/ boundaries
PSW	Provincially Significant Wetlands
SAR	Species at Risk
SARA	Species at Risk Act

Executive Summary

The **rare Charitable Research Reserve (rare)** is a community-based urban land trust and environmental institute that protects, restores, studies, manages and educates about conservation lands. Conservation lands can include, but are not limited to, wetlands, creeks, riverbanks, forests, Areas of Natural and Scientific Interest (ANSIs), and municipally designated Environmentally Sensitive Policy Areas (ESPAs). As a registered charity, **rare** is governed by a Board of Directors and has several teams of experts who form its Advisory Committees (Environmental, Research, Education, **raresites** Land Securement committee and Campaign Cabinet). Led by an Executive Director, the staff currently includes two Administrative Assistants, a Major Gifts Manager, a Sponsorship & Events Manager, a Conservation Technician, a Facility & Gardens Coordinator, a Gosling Engagement Coordinator, a Development and Communications Officer, two certified Educators, an Indigenous Research Fellow, a Program Scientist, a Postdoctoral Research Fellow, a Major Gifts Manager, and a Planning Ecologist, all of whom are assisted by a network of volunteers and mentors.

The existing holdings consist of six different property rolls, the bulk of them forming a contiguous cluster of 902 acres at the confluence of the Grand and Speed Rivers. At the heart of the Blair-Bechtel-Cruickston Environmentally Sensitive Landscape (ESL), these lands are of special ecological significance to Waterloo Region, and many of the habitats within the Reserve provide conditions to conserve and restore biodiversity in its many forms – species, habitat and ecosystem. In early 2019, an additional 87 acres were acquired in Rockwood, starting another ecologically significant cluster of lands based on the findings of this securement strategy. This new purchase is start of the **raresites** Eramosa River Conservation Corridor.

In the context of this document, we define land trusts as charitable organisations whose purpose is the securement and stewardship of ecologically and/or culturally significant lands. This Strategy provides a guideline as to why, where, and how **rare** secures land.

Over 30 land trusts including **rare Charitable Research Reserve** have been formed in Ontario over the last few decades to protect significant lands from impending or potential development sprawl and inappropriate land use practices. Despite a range of land trust conservation efforts across the province, other than **rare**, no land trust focusses on the Regional Municipality of Waterloo or any part of adjacent Wellington County. By 2038, the population of Waterloo Region/Wellington is expected to grow by more than 35%. With increasing development pressure and intensified agricultural operations, the remaining areas of ecological significance in Waterloo Region and Wellington County should be a focus for securement by **rare Charitable Research Reserve** as a regional land trust. This is not only an important goal for conservation, but also an opportunity to continue to create communities of concern around conservation lands through research, education and stewardship.

This consolidated version of **rare's** Land Securement Strategy is designed to educate and guide the local community on the methods and opportunities for future land securement projects and delineates an overall area of focus for Waterloo Region and Wellington County that identifies strategic project areas. Specific projects have also been identified but information on projects under current or future consideration is proprietary to respect landowner privacy and to not affect fair market value for local property. This builds on recommendations and experiences shared by other Ontario land trusts who have secured conservation property with a regional focus for decades.

This Land Securement Strategy (the “Strategy”) is developed with a five-year first implementation and review period. The Strategy should be used as a guiding tool throughout this time and will be updated adaptively in 2023.

Introduction

This Land Securement Strategy (the “Strategy”) is a framework and guiding document for the long-term protection and conservation of ecologically important lands within Waterloo Region, Wellington County and the City of Guelph. The Strategy targets highly significant environmental features and habitats for permanent protection, stewardship and ecological enhancement by **rare**, to be maintained intact in perpetuity. Methods to secure these lands are outlined in this Strategy.

The recommended Strategy’s successful implementation will depend on working collaboratively with municipalities, community organisations, funders and landowners.

The **rare** Charitable Research Reserve

The **rare** Charitable Research Reserve is a 900+ acre urban land trust and environmental institute in Waterloo Region/Wellington. Since its inception, **rare** has taken care of the land on behalf of the community by using Western approaches to conservation, research and education. Such approaches prioritize scientific inquiry and stewardship efforts to manage, enhance and restore habitat. As **rare** becomes engaged in reconciliation and supports Indigenous resurgence of the original stewards of the land, the work of the organisation is also embracing and valuing Indigenous ways of knowing and being through Indigenous-led programs that are currently being further developed.

Conservation at **rare**

With 24 different habitats and more than 3,700 species on its first three properties in the Blair area, **rare’s** goal is to preserve its sites and their ecosystems intact and in perpetuity, for the community to enjoy in their natural states. Through expert management, sensitive lands and research sites are protected and enhanced, while **rare** also encourages the public to enjoy 8 km of trails, extensive community gardens and regular community events.

At **rare**, we define the word ‘conservation’ by our intention to be caretakers of the land and the biodiversity native to Waterloo Region and Wellington County. This rich landscape, situated along the boundary between the Great Lakes-St Lawrence and Carolinian life zones, is home to species unique to each zone, and here they can be found in unusually close proximity. Conservation in this context is very different from ‘fortress conservation,’ which is based on the belief that biodiversity protection is best achieved by creating protected areas where ecosystems can function in isolation from human disturbance. Humans have the potential and ability to enhance and restore life when it is cared for and treated in reciprocity – which is the goal of conservation at **rare** and everyone’s inherent responsibility. We also acknowledge that in most areas of the country, what we consider natural landscapes today are actually landscapes that have been used and modified by humans for thousands of years. Particularly since European settlement, many alterations of landscapes and habitat in Canada have been detrimental and led to loss of habitat and biodiversity. We believe that sustainability is an attainable goal that can be reached if we recognize people as part of the environment and work together towards responsible stewardship. We have chosen a watershed-based approach to this land securement strategy because ecological features don’t stop at municipal boundaries. Protecting the tributaries of the Grand River is paramount for the health of ecosystems and communities downstream, even if they fall into separate municipal jurisdictions.

rare's unique method of conservation is based on three fundamental principles:

- 1) undertaking research to further science, and equally to value and support Indigenous ways of knowing and being, in developing best practices for use around the world;
- 2) training land stewards who will perpetuate these values; and
- 3) creating an entire community of support for these values and for shared goals between Scientists and Indigenous communities.

Impending Urbanization

Although intensive agriculture often destroys natural features and leads to the disappearance of sensitive species, land formerly devoted to agriculture can still offer opportunities for restoration. Given current municipal policy, moreover, it is unlikely that more land within Waterloo Region and Wellington County will be cleared for agriculture. The greater threat is urbanization. Wherever urban development lays pavement and erects buildings, natural restoration is far less feasible. Therefore, natural areas closest to existing urban centres and connecting highways are under much larger threat of urbanization than more remote rural areas; **rare's** focus on these urban-adjacent areas has helped to identify a timely priority for securement.

Waterloo Region is home to more than 580,000 people and this population is expected to grow by 35% to 2038 (Region of Waterloo Public Health, 2018). In Wellington County, the population growth in rural areas is projected to be between 34% and 43% through to 2041 (Watson & Associates Economists Ltd., 2015).

With these increases in human population, demand for urban land will rise, as will land values. Speculators purchase lands in hopes of profit associated with development potential. **rare's** ability to secure lands at appraised market value becomes highly unlikely once they are in speculator ownership. As the availability of ecologically important lands will thus diminish, securing conservation lands sooner than later is vital and of critical importance.

Scope of the Strategy

The Strategy recognises the role of **rare** as a regional land trust in securing land while adhering to the Standards and Practices of the Canadian Land Trust Alliance. The Strategy identifies the most important lands for securement to focus on landowner outreach over the next five years based on the following criteria:

- ecological and physical science;
- parcel size (>2 ha);
- urbanization threat;
- geographic dispersion to serve every lower tier municipality within the Region of Waterloo and County of Wellington, and to limited extent, the City of Guelph;
- location within or proximity to provincially or municipally designated natural features or landscapes;
- proximity to natural features within public or other land trust ownership;
- location on the Grand River or its major tributaries;
- limited to a practicable number of landowner contacts within a five-year program;
- potential for funding; and
- potential for donation or sale.

Properties were then grouped into identifiable clusters within and around provincially significant natural features such as ANSIs and Provincially Significant Wetlands (PSWs) or within the Provincial Greenbelt or Waterloo Environmentally Sensitive Landscapes.

Lands not included in this Strategy may still have merit for securement; however, **rare** only pursues securement in cases where the organisation is deemed the most appropriate securement agent. For example, this Strategy establishes a basis for avoiding securement within inner city urban areas. These areas' unique challenges generally require higher stewardship and management costs, which are better borne by municipal parks departments. Extensive public use of lands in urban cores, including unauthorized activities such as land encroachment, also poses risks that would impact **rare's** resources significantly.

To provide options for landowners and **rare** to achieve win-win outcomes, the Securement Options section outlines descriptions of recommended land securement methods. The success of land securement projects ultimately will rely on the availability of project funding, including stewardship endowments that will ensure perpetual care and stewardship.

What is Land Securement?

Land securement is the acquisition of land, land use rights, or an interest in land with the purpose of ensuring long-term environmental protection and stewardship. Land securement takes the form of ownership or conservation easement agreement and is delivered through a wide variety of mechanisms such as donation, purchase, transfer and any combination thereof. Differing from land procurement, land securement is to be undertaken with the ultimate purpose of protecting a feature or features of that land in perpetuity. While many of these features are protected to some degree through policy and regulations of government organisations, the only means to ensure both long-term protection and appropriate stewardship of the lands is by independent, community-based land securement through a land trust. Existing land protection policies and regulations are open to be altered as government priorities change over time. Some predict that they will become increasingly strict, while others predict that exponential population growth will place pressure on future policy makers to allow development in previously restricted spaces. In either case, land trusts such as **rare** offer an alternative to relying on legislation to protect lands, by instead engaging in ongoing community collaborations.

Land Securement Background and Context

The **rare Charitable Research Reserve** was formed in 2001 after the acquisition of 900+ acres of lands from the University of Guelph; three properties located along the Grand River in the village of Blair and the City of Cambridge comprise **rare's** original holdings. The organisation's movement from **rare** to **raresites** expands upon a very successful initiative that started with that original holding, and now **raresites** has emerged from extensive planning with the aim of fostering organisational growth based on community-driven needs.

During the Strategy and Planning process in late 2014 and early 2015, **rare** conducted community surveys, focus groups, expert interviews and a community town hall meeting to explore specific community needs. These efforts identified one of the biggest conservation issues facing the Grand River watershed and adjacent areas as the lack of grassroots opportunities to protect land; as building intensifies on lands designated for urban development, agricultural land and some associated natural areas are being lost.

Until very recently, no regional land trust such as **rare** had represented Waterloo Region, Wellington County or adjacent communities situated in the Grand River watershed and its

tributaries — the Speed, Eramosa, Conestogo and Nith Rivers. Provincial and national land trusts have no existing protective presence this area, nor does the region feature any provincial or national parks. Large, unfragmented tracts of conservation land do not exist here. The high cost of land and high rate of private ownership deter national and provincial organisations, which focus their strategies on areas where size can be maximized (e.g. NCC's set ecoregion targets). For other agencies, land securement is a smaller part of the organisation's activities (e.g. Ontario Nature, Ducks Unlimited), although they may consider offering support to a local land trust with projects of interest. With current staffing and resources, the three conservation authorities having watershed jurisdiction over this area have no plans to proactively secure additional lands. If a project that fits their criteria was brought to a conservation authority's attention, they may consider partnering; however, their focus on watershed resource management limits attention to other natural features. Finally, no government entities in the area are actively acquiring conservation lands.

Currently there are no conservation authorities, other land trusts or municipalities conducting landowner outreach for land securement initiatives in Waterloo Region and Wellington County. With its emphasis on science-based stewardship, conservation research and education, **rare** is filling this gap, expanding its role as a regional land trust.

Natural Heritage Protection

The **rare Charitable Research Reserve** seeks to secure the natural heritage of the Waterloo and Wellington areas for future generations by

- focussing efforts on lands with the greatest natural heritage significance,
- basing criteria for land securement on features of provincial and regional significance and
- accounting for a wide range of significant species, habitats and ecosystems.

Land Securement by **rare** & Other Organisations

In looking to identify what lands to acquire, it is helpful to examine **rare's** land securement initiatives in relation to land trusts and conservation authorities, as noted in Table 1 below.

Table 1: Potential Land Securement Partners in the Area

Organisation	Land Secured (ha)	Actively securing in the area	Partnership Potential	Focus
Conservation Halton	~300	Somewhat	Yes	Area expansion & linkage
County of Wellington	525	No	Yes	Forests
Credit Valley Conservation	~39	No	Yes	Credit Valley Trail
Ducks Unlimited Canada	0	No	Yes	Waterfowl habitat
Grand River Conservation Authority	7,933	No	Yes	Outside the area
Nature Conservancy of Canada	0	No	Yes	Outside the area
Ontario Farmland Trust	38	Yes	Yes	Farmland
Ontario Heritage Trust	11	No	Tech support	Natural heritage
Ontario Nature	0	No	Yes	Ecological
rare	400	Yes	Yes	Ecological
Region of Waterloo	435	No	Yes	Greenlands network
Waterloo Region Nature	8	Yes	Yes	Ecological
TOTAL	9,689			

Given that **rare** also has an active environmental research program, furthermore, additional partnership opportunities exist with the local universities and colleges. For example, the University of Guelph has protected land on its main campus, and the University of Waterloo has a 39 ha nature reserve at Spongy Lake near Baden.

Conservation Land Securement Philosophies

The rare Charitable Research Reserve's land securement initiative is guided by the following principles that focus on ecological integrity, connectivity and financial sustainability:

1. The priority for acquiring lands within the Region and County is to protect existing natural features of high ecological quality and/or buffer lands around such natural features for restoration and strengthening landscape connectivity. Land securement opportunities that fall outside the areas delineated in the Strategy should not be rejected without a review, but on a case by case basis. For example, lands of ecological significance or with decent restoration potential that do not fully meet the target criteria could still be valuable acquisitions for securement, especially if they are being donated and a stewardship endowment fund is available.
2. Land acquisition efforts favour a focus on the specific portions of a legal parcel that are required for **rare** purposes. When an entire property must be acquired, portions not needed by **rare**—i.e. portions that are not ecologically significant—will, where possible, be severed from the main parcel and sold at fair market value, possibly with a simultaneous closing date. The resulting funds will be used to secure or steward additional lands. Alternatively, the landowner working with **rare** could pursue a conservation severance which would allow **rare** to acquire only the environmentally significant portion.
3. When purchasing land, price shall not exceed fair market value to avoid creating an inflated market for conservation lands. With the recognition that appraisals are professional opinions that can vary significantly among professionals, organisations such as the Nature Conservancy of Canada allow a flexible 10%+/- variation in appraised values for purchases. Ultimately a willing buyer and seller determine fair market value. Appraisals should meet the standards set out in an Appraisal Terms of Reference for the Ecological Gifts Program and/or as adopted by project funders if applicable.
4. All newly acquired lands will also require raising a stewardship endowment fund of 20% of the agreed land value. In certain cases, an amount less than 20% may be allowed, but only in very exceptional cases will it be less than 10% of the appraised value or the agreed-upon purchase price (whichever is less).
5. In the first three years following the adoption of the Strategy, a robust effort will be made to contact all landowners of the Designated Conservation Lands listed below, in addition to general outreach promoting **rare's** land securement efforts throughout the community.

Conservation Efforts

Assessing the ecological value of an individual land parcel is a major factor in implementing this Strategy, but other factors must also be considered before **rare** makes a land securement decision. The following additional factors should be reviewed for all potential securement projects.

Complementary Processes to Land Securement

Conservation land securement aims to protect ecosystem features and functions and requires a range of tools including planning policy, volunteer stewardship and land acquisition or easement. These tools vary in their protective functions. The preferred securement method depends on factors including the feature's sensitivity, landscape context, landowner values and needs, public access or use, funding availability, opportunity and urgency. A case-by-case assessment should be undertaken to determine the quality and significance of the natural features and functions of each property. When a charitable land trust such as **rare** holds land in ownership, the trust establishes a secure means of protecting the landscape and can provide the public with opportunities to experience and appreciate natural areas through direct interaction. Because not every owner of natural heritage lands will consider land securement through a third party as an option, other land conservation tools are also important. Each of these tools has a role to play in protecting natural lands within the watershed. While it may be easier for landowners to choose an interim conservation option less permanent or restrictive than land securement, in time they may become ready to reconsider land securement.

Existing Protection

In recent years, provinces, conservation authorities and municipalities have delineated increasingly strict planning policies and regulations to protect provincially designated natural areas from development. Existing legislation that protects environmental features further works in favour of conservation land securement activities because people are more willing to divest of land where development is already prohibited. These policies are not set in stone, however, and can become weakened as soon as government interests or political directions change, potentially putting once-protected natural areas at risk again. Protecting environmental features through legislation can be effective in the short-term, but conservation land securement does not consider land under existing legislation to be permanently protected, instead viewing such legislation as a placeholder until those lands can be secured. In short, the most effective and permanent protection of important natural heritage land becomes possible when those lands are secured by an appropriate organisation.

Planning Act

In Ontario, land-use regulation combined with conservation-based government policy and legislation has been the traditional means of protecting ecologically significant land such as forests, wetlands, environmentally sensitive areas, ANSIs, grasslands, and valley lands. While generally effective in the short-term, policy and regulation will invariably be subject to periodic review and amendment; hence, existing legal structures cannot provide permanent, scientifically informed, long-term stewardship of natural areas. In addition, although municipal Official Plans or related policies may be intended to protect certain lands, land developers might apply to develop the lands anyway, and then appeal negative decisions to an independent authority, the Local Planning and Appeal Tribunal (the replacement for the Ontario Municipal Board). Defense of an appeal can be time-consuming and expensive whether a case is won or lost. Lastly, the protection offered through Planning Act instruments only applies where a 'trigger' for the act exists, such as a development application. These protection measures are ineffective where a landowner deliberately or unknowingly undertakes land management activities contrary to these controls.

As political landscapes change, any policies and regulations in place to conserve natural heritage lands remain unstable and only reliable within the context of short-term conservation planning. There is a further misalignment between long-term planning, typically performed with 20-year ideation, and conservation planning, framed in terms of hundreds of years, or in perpetuity. Relying solely on planning, policy and legislation is ultimately not a sustainable methodology for a conservation vision. Therefore, the most effective approach to protecting and conserving natural heritage lands is to prioritize land securement by an organisation capable of implementing stewardship objectives over a much longer time frame than any individual landowner.

Specifically, the term “conservation land securement” in the strictest sense refers to the legal acquisition of natural areas or natural heritage lands to facilitate protection of land in perpetuity. Land securement requires both a willing seller/donor and buyer/recipient. Once secured, such lands are generally held in public or land trust ownership with the goal to maintain, protect, restore, and enhance the natural features and their contribution to a larger ecological system. These lands typically result in the formation of nature reserves. Because the goal of land securement is permanent protection, it differs from ‘land procurement,’ which is the acquisition of land that may at some point be deemed a disposable asset.

Planning & Guiding Studies

The following provincial reports, plans and legislation provide a foundation of themes and studies that inform and guide this Strategy:

- Provincial Policy Statement (2014, and ongoing legislative revisions)
- Greenbelt Plan (2017)
- Endangered Species Act (2017)
- The Conservation Land Act (1990)

Note that with the change in provincial government, many proposals for new bills or changes in legislation have been brought forward. It is paramount to continue to monitor the current political and cultural landscapes for changes that may affect the proposed land securement strategy and implementation of the work.

Municipal Conservation

In 2016, the Regional Municipality of Waterloo adopted the *Greenlands Network Implementation Guideline* to provide guidance to development applicants, the Ecological and Environmental Advisory Committee, and agency staff. It provides detailed technical guidance to applicants and respective planning approval agencies for implementing Regional Official Plan policy. It is not, however, a guide for the long-term stewardship of natural features.

Conservation Exemptions in the Planning Process

For conservation authorities, the statutory authority to acquire land comes from the Conservation Authorities Act. The Act also provides conservation authorities with the ability to perform direct conveyances or partial takings of land for conservation purposes. Conservation authorities must obtain Ministerial approval of a Land Securement Strategy before executing the ability to undertake direct partial conveyance of lands.

In this regard, conservation authorities, as public bodies, have greater flexibility in the securement of partial takings than land trusts, which are typically registered charities. They can execute a direct conveyance, while land trusts must apply for a severance to the Committee of Adjustment as required under the provincial Planning Act. Some partial taking projects may warrant partnering

with the applicable conservation authority for this reason, as it could be faster and more cost effective.

Securement Options

Properties can either be secured on title by fee-simple ownership or by registering a conservation easement on title.

Fee Simple

Fee simple is the most effective method of natural area protection. In this scenario, the recipient acquires complete control of management and rights to the property by holding title. A property can be acquired either by purchasing or receiving land as a donation.

Conservation Easement Agreements

Conservation easement agreements (“easements”), or conservation agreements, are legally binding agreements registered on title. In an easement, the landowner transfers specific rights, such as the ability to create building lots or cut trees, to a “conservation body.” This conservation body could be the Crown, a municipality, conservation authority, band, or land trust. Depending on how the agreement is composed, the easement holder may have the right and responsibility to monitor the property (thus the term “easement”) and ensure landowner compliance with the terms of the conservation agreement. Easements in general are negatively binding, in that they can only prohibit landowners from carrying out specific activities, but conservation easements may also be positively binding, by additionally requiring landowners to carry out specified stewardship activities deemed essential to fulfill the purpose of the agreement. Easements can provide for the protection of a specific feature or value such as a species at risk, ecosystem, trail, restoration site or heritage building.

If the easement agreement grants no access, the agreement can be simply referred to as a restrictive covenant. Unlike a conservation easement, which can be negatively or positively binding, a restrictive covenant must only be negative in nature, restricting the land to specific uses. Moreover, the holder of a restrictive covenant must, in the words of the *Land Titles Act*, be demonstrated to “own land to be benefitted by the covenant and that land must be mentioned in the covenant.” Often this would apply to immediately adjoining or nearby land. Failure to identify the “benefitting lands” may invalidate the restrictive covenant. This could be potentially problematic for a multi-property land trust. Lastly, restrictive covenants are usually for a set period of years, but if no duration is specified, they expire after 40 years, unless governed by the Conservation Lands Act. Thus, it is a narrower and less flexible instrument than a conservation easement.

Conservation easements can be an effective tool for protecting the ecological and cultural values of a property because they utilize restrictive covenants. The purpose is to prevent the destruction or exploitation of a property feature or resource for a term of years or in perpetuity. Property usage rights (e.g. subdivision rights, development rights, and tree cutting rights) can be donated or purchased from the landowner, but it is most common for easements to be donated. In some cases, including the easements in the vicinity of the **rare** properties, the conservation easements have been imposed as a condition of development approval.

In 1994, the provincial government passed the Conservation Land Act. This Act allows landowners to grant easements for the protection and conservation of land. Easements are registered on title and bind all future landowners. A further amendment to the Conservation Land

Act, passed in 2006, introduced the following new requirements intended to strengthen the protection afforded by conservation easements:

- The owner of the land shall not amend an easement or covenant without the written consent of the Minister of Natural Resources and Forestry
- The conservation body cannot release the easement or covenant without the written consent of the Minister of Natural Resources and Forestry
- No person shall commence legal proceedings to amend or release an easement or covenant without giving notice to the Minister

Furthermore, over the past few years the land trust community in the United States and Canada has made improving easement programs a primary focus. Standards and practices relating to conservation agreements have been at the forefront of training and implementation, especially in drafting, negotiating, budgeting, and preparing required Baseline Documentation Reports, and in monitoring and defending agreements. Publications on the standards and practices related to conservation agreements include *Best Practices and Performance Measures for Conservation Easement Programs* (Environment Canada, 2005), *Greening Your Title* (WCELR, 2005), and *The Conservation Easement Handbook* (LTA, 2005). These publications are an excellent resource for any conservation organisation. Knowledge of easements as a conservation tool is continually evolving. Conservation agreements are often complex, lengthy to negotiate, challenging to manage, and are not always effectively interpreted or acknowledged by future landowners. Therefore, easement holders need to practice and enforce due diligence and establish a robust conservation agreement program in order to uphold these agreements in perpetuity.

One of the starting points in developing a strong conservation agreement program is to negotiate from a legally robust agreement template. Work is in progress to tailor a template to **rare's** specific organizational and regional needs, and specific projects may need specific additions or deletions.

Monitoring of easement lands should be performed annually at minimum and in conjunction with the Baseline Documentation Report. Such frequent site visits will allow **rare's** land management team to easily note any change in use contrary to the easement and to be able to document a strong case of wrongful action if the need arises. It can also build a positive relationship of trust with the landowner and provide the landowner with timely technical assistance.

Variations of Fee Simple

With either securement option of fee simple or conservation easement, the collaborators can use creativity and flexibility to meet both **rare's** and the landowner's needs and wishes. With conservation easements, **rare** and the landowner write the Agreement to suit. With fee-simple, an array of scenarios can be considered. They are as follows:

Partial Taking

This is an acquisition of only part of a property. For example, a landowner with a residence on their property may be willing to dispose of most land while retaining the building and amenity area. The advantage to this method is that the property severed for conservation purposes usually consists of undevelopable land and therefore rarely comprises the bulk of the property's value. In other words, the landowner who retains a residential lot and its small surrounding acreage usually retains most of the property value within that much smaller area. The severed land is owned and managed by the recipient (**rare** or partner), while the landowner benefits from living adjacent to conservation lands, which they no longer need to manage and for which they are no longer liable.

In addition, if the landowner wants to sell the property in the future, they have a much more manageable property to sell and will possibly attract more potential buyers.

In some cases, landowners will want to donate or sell the entire parcel to the recipient. In the case of a sale, the recipient may want to recover some of the purchase price by severing and selling off the developed or developable portion of the property if local planning policies permit such a severance. It is advisable to negotiate a long closing date to provide sufficient time to market the developable lot and aim for a simultaneous closing.

Municipalities and conservation authorities can execute a direct conveyance, while land trusts must apply for a severance to the Committee of Adjustment as per Planning Act requirements.

Gratuitous Dedication

In this instance, a developer dedicates land within a development proposal as a condition of the application's approval. Gratuitous dedications usually result in the developer committing valley lands, typically already in the floodplain and with minimal tablelands, to either the municipality or conservation authority. This could occur for **rare** if a municipality is willing to accommodate the arrangement but is uncommon for land trusts in general.

Donation

Donation can take many forms and can be complete or partial. Primarily, the donor has two options:

1. Donate all (or part) of the property directly to **rare**. Direct donation can be a significantly lower-cost option, and the process is usually quick. (It could be completed within weeks or months, assuming the donor's readiness to part with property, and a swift movement through board approval, appraisal, legal agreements for acceptance and other related work.). A charitable donation receipt can be issued in respect to the value of the property if desired, which can be applied against tax returns in the same fashion as other charitable tax receipts, although in this instance capital gains tax does apply.
2. Donate all (or part) of the property to **rare** through the Environment Canada Ecological Gifts program. This process, based on previous comparable projects, can take 5 to 18 months to complete and can carry more costs associated with appraisals and surveys. The advantage is that the tax receipt can be applied more generously over a longer period than a normal tax receipt, and there is no taxation of any capital gain on the disposal of the property.

Bequests

Landowners may elect to provide for a gift of land in their Will – perhaps as a personal or family legacy. The main benefit of arranging a bequest is that there is no cost during the landowner's lifetime. A bequest can be cost effective from a tax perspective for the estate (note: this applies to donation only). Complications may arise, however, if the Will is contested by family members, risking the possible loss of the property. In light of these limitations, a life interest agreement/lease back arrangement can be a more certain alternative both to the donor and to **rare**.

Life Interest Agreement/Lease Back Arrangement

When the vendor/donor wishes to retain an interest in the property, they can enter into either a 'life interest agreement' or a 'lease back arrangement' for their continued use of the property (e.g. firewood, hay harvesting, maple syrup operation). The land can be donated, purchased or split-receipted. The value of the retained interest would be determined by a qualified appraiser. The agreement would specify a set term or continue for as long as the vendor resides on the subject property.

Although 'life-interest' suggests a time period equivalent to the landowner's lifetime, it is prudent to state a timeframe in the agreement and specify an expiration date of the term.

Split Receipt

A 'split receipt' can be viewed as either a donation of land (or conservation easement) with cash consideration back to the donor, or a purchase of land with a donation of land value in cash back to the purchaser. Essentially, the vendor agrees to sell the property at less than market value and receive the remainder of the value in the form of a tax receipt. Through the Ecogifts Program, the donated portion must be a minimum of 20% of the appraised value to qualify for a split receipt. Conversely, the landowner cannot receive more than 80% in cash. Split receipt should only be offered as an option if the prospective landowner refuses to consider all other donation options to maximize the gift potential for the charity.

Trade Lands

Trade lands are similar to donations where a landowner wishes to donate or bequeath their property; however, in these instances the property lacks any significant environmental features. These lands should be treated like stocks or annuities that a donor offers so the charity can sell off the asset, with the proceeds being directed into land securement of ecologically significant lands or as directed by the donor. The land could also be traded with another landowner's environmentally significant lands.

Exchanges

Landowners who own property within a valley system, floodplain, or environmentally sensitive feature with little or no development potential may exchange their parcel with a less environmentally sensitive area, usually within the higher, drier tableland. These arrangements may bring funds to *rare* since the landowner's land is likely to have lower monetary value, and thus additional cash must be offered to make the exchange fair. Such additional funds can be used to acquire additional conservation lands or be put into a stewardship endowment fund. While these transactions traditionally involve the exchange of fee simple interests, they can consist of any combination of property interests. Note that land exchanges are not necessarily acre for acre. Any exchange would be based on appraised value, as valleylands would not be valued the same as developable tableland.

Exchanges should be considered when of significant strategic advantage for protecting natural heritage lands. Before spending money on appraisals in an exchange, it is essential to ensure that the landowner is informed that conservation land value can be much less than tableland or agricultural land value. However, government policies for land conservation tend to be predicated on flood plains or other hazard lands, leading to a predominance of such lands held for conservation, while other "prime development land" types are generally under-represented. Hence, land securement efforts should counter-balance these trends where appropriate, and projects need to be assessed on a case by case basis, as there may be conservation value in lands that would otherwise be considered for a land exchange.

Option to Purchase & Right of First Refusal

An 'option to purchase' is a contract that allows the recipient to buy a property at a set price for a stipulated period. It is a written contract by the landowner to sell the property and not withdraw this offer during the identified term. The recipient pays a consideration fee for this option of up to \$10,000. This mechanism is often used by a conservation group as a means of 'buying time' to acquire a specific piece of land, creating an opportunity to fundraise for the purchase costs. This is an agreement between a landowner and the recipient, or other prospective buyer, which gives

the recipient an opportunity to match any third party offer to buy a property. It sets out the conditions of sale and is registered on title. This method is considered an interim measure and can be an effective tool to use when negotiations have halted (e.g. because of an unacceptable appraised value). It can also afford time for the recipient to purchase a property that already has an easement in cases where the recipient decides they would rather hold title than enter into an easement.

The 'right of first refusal' is another method used to discourage competing potential buyers (e.g. developers). The holder of the first right has priority and therefore maintains some leverage against other potential buyers. There is a fee associated with this method and there is no expiration date. It can only be exercised when the landowner decides to sell.

Land Transfers

Public landholding agencies such as the Ontario Realty Corporation, utility companies, municipalities, or conservation organisations could decide to transfer environmentally sensitive lands or ask an organisation to be a backup holder for their lands, should the agency cease to exist in the future. These lands could either be fee-simple title or partial interest (e.g. conservation easement agreement). These types of transfers only occur if the recipient organisation is willing to accept the lands, and the lands meet the organisation's criteria. The agency looking to transfer title may require the recipient organisation to sign a landholding agreement or transfer agreement to ensure that the lands are properly managed in perpetuity. It would be prudent for the recipient of transferred lands, or a contingency holder, to only accept the land if the agency transferring can offer complete and accurate files and if stewardship funds are available as part of the transfer.

The Ecological Gifts Program

The Ecological Gifts Program is a federal program administered by Environment and Climate Change Canada, made possible by the Income Tax Act of Canada. It enables owners of property with sensitive natural features to preserve wildlife habitat. Ecological Gifts are qualified charitable land donations that generate enhanced income tax benefits. Donations of fee simple title and partial interests, including easements, are eligible. In many scenarios the landowner can continue to hold title and/or live on the land.

To qualify as 'Ecologically Sensitive,' land must satisfy at least one criterion from an 'A' List of Specific Categories of Qualified Lands and one or more from a 'B' List of General Criteria for Other Ecologically Sensitive Lands (see Appendix A).

Gift recipients include land trusts and other conservation charities or government agencies chosen by donors and approved by the federal government. Donors of Eco gifts receive a donation receipt for the fair market value of the gift.

Ecogifts receive tax treatment that is superior to most other charitable gifts. Ecogift tax advantages include:

- eliminated taxable capital gain on the disposition of the property;
- no income limit for calculating the tax credit/deduction;
- donation value certified by the Government of Canada; and
- a 10-year carry-forward period for claiming the donation.

The process of making an ecological gift is relatively straightforward. The donor will basically have two steps to complete, by providing: (i) information to support the evaluation of the land as ecologically sensitive, and (ii) an appraisal of Fair Market Value by a qualified appraiser along

with a signed Application for Appraisal Review and Determination. The donor and recipient will generally cooperate on the application to confirm that the property qualifies as ecologically sensitive. The recipient will also often help the donor arrange for the appraisal of fair market value and complete the applications.

Identifying Securement Opportunities

This Strategy will be utilized as a land securement planning tool kit. Mapping of land securement criteria and property scoring results should not be treated as a 'shopping list' for **rare**, to focus efforts on the highest scoring properties and move down the list. Rather, this Strategy lays out a range of tools which would allow **rare** to make clear land securement decisions based on established criteria. A property that does not score highly within the established criteria may still offer an excellent securement opportunity. Scoring guidelines also provide **rare** with the rationale to decline prospective offers based on suitability. Note that data for the City of Guelph was not available at the time of this document's creation. The maps should be amended in future once data becomes available, but as most lands of interest lie outside the city limits, any projects in Guelph will need to be assessed separately on a case-by-case basis.

The Strategy scoring of Designated Land Areas (DLA) and Designated Conservation Lands (DCL) was developed by **rare** staff. From the criteria, properties scoring in the 90 and 95 percentiles were considered highest-scoring.

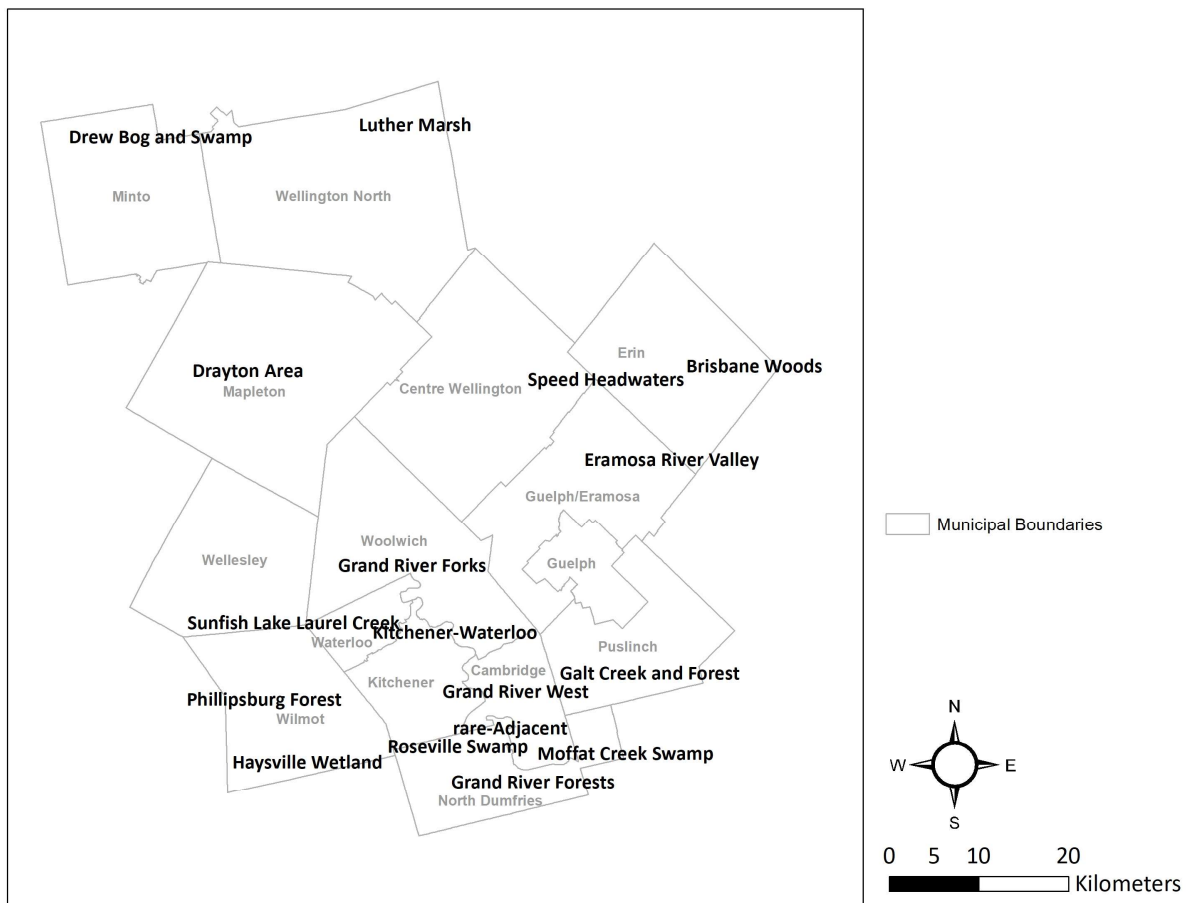
Establishing Target Areas

With so many properties potentially eligible for securement, a manageable landowner outreach plan requires a strategic approach to organizing information. Highest-scoring properties were grouped by ANSIs and PSWs and further combined with a focus on already-designated natural areas, an approach intended to foster receptiveness and understanding among landowners, the community, partners and funders.

Waterloo Region and Wellington County still contain too many natural areas to execute a manageable landowner outreach and securement program within the first five years without further winnowing. To determine the most logical areas of focus, the following additional criteria were applied:

- geographical dispersion (coverage over every municipality),
- manageable number of properties to perform landowner outreach,
- a close concentration or adjacency of properties,
- threatened status or urgency, concerning areas likely to be developed soonest,
- proximity to properties newly acquired or about to be acquired, and
- likelihood of being acquired by other conservation organisations.

The result was the establishment of 17 target areas which are shown on Map 1.



Map 1: Target Natural Areas Map

Table 2: Number of Properties per Target Area

Natural Area	# of properties
Drew Bog	14
Luther Marsh	7
Drayton	14
Speed Headwaters	81
Eramosa Valley	49
Brisbane Woods	18
Galt Creek and Forest	17
Grand River Forest	18
Roseville Swamp	11
<i>rare</i> -Adjacent	7
Kitchener-Waterloo	35
Grand River West	28
Grand River Forks	15
Phillipsburg Forest	17
Haysville Wetland	7
Sunfish Lake-Laurel Creek	29
Moffat Creek Swamp	10
Grand Total	377

Setting Securement Targets

The Strategy defines desirable outcomes and establishes the rationale for the initiative. It provides a context and driver for specific actions. Establishing targets provides the Strategy with direction and identifies the required resources for fulfilment. In turn, resources can dictate how to implement the Strategy, but often resources do not present themselves until a Strategy has been adopted, once individual projects have formed with specific fundraising plans and supporter prospects. Once a successful project concludes, targets set out in the Strategy get closer and momentum is created. Success then generates more success.

At one end of the implementation spectrum, with only enough budget allocation to support a portion of staff or contractor time to undertake the securement process, this Strategy could be implemented by relying solely on the acceptance of land and conservation easement donations. Donations would be accepted in areas identified in the Strategy and if competing donations were presented, staff time would be prioritized towards determining which donations best meet the established criteria. This would over time achieve the objectives of the Strategy, but at a slow pace.

Conversely, at the other end of this spectrum, *rare* could dedicate a significant, year-over-year budget towards land securement, targeting willing sellers and proactively approaching landowners with lands of high interest. This approach could rapidly increase the success and speed with which objectives of the Strategy could be met, but represents a significant financial commitment to purchase several properties annually.

A blended approach over shorter time spans is likely the most feasible approach, with some years reliant on donations and perhaps one annual purchase. In other years, a dedicated budget combined with successful fundraising campaigns could allow for multiple purchases per year in concurrence with land and easement donations. Provincial and other funding initiatives may further influence the methods and speed with which the Strategy can be implemented. Emerging threats to ecologically significant land, changes in government policy, etc., might influence which strategy is employed at different times.

Regardless of how the Strategy is implemented, it is of some value to consider metrics against which progress can be measured. These targets are not measures of success or failure, nor do they establish an 'end point' to which all efforts should be targeted. Rather, they provide a context against which progress can be viewed. Targets provide a snapshot of activity that can be readily measured, easily understood and linked to drivers of the Strategy.

Provincial and national targets in the 2020 Biodiversity Goals and Targets for Canada suggest that, "[by] 2020, at least 17 percent of terrestrial areas and inland water, and 10 percent of coastal and marine areas, are conserved through networks of protected areas and other effective area-based conservation measures" (Ministry of Environment and Climate Change, 2016, Aichi Target 11).

The total secured land within the Waterloo-Wellington area is approximately 2.5% of the whole; that 2.5% includes properties held by **rare**, Grand River Conservation Authority, Credit Valley Conservation, Conservation Halton, Ontario Heritage Trust, Ontario Farmland Trust, the Waterloo Region with all seven townships and three cities (Kitchener, Cambridge, Waterloo), and Wellington County. Thus, it would be highly unrealistic for **rare** and all its securement partners to meet the 2020 target date for securing over 14.5% more land in the area. Even if resources were unlimited and every identified landowner was willing to have their land secured, the maximum increase in land area secured would only be 9.42% of the total Region and County area (37,626.62 ha out of 399,405.98 ha). Thus, like most areas in Southwestern Ontario, the biodiversity target is not achievable for the Waterloo-Wellington area but can be used as a driver. It is also a somewhat arbitrary number given that it is well established in the scientific community that a 17% target of protected areas is not nearly enough to ensure survival of most habitats and species in the long term.

The average parcel size of the 1,476 identified properties in the Waterloo Region and Wellington country is 25.49 ha. Without a review of air photos, the exact areas to be conserved are undetermined, but the safe assumption is that most parcels will not be entirely vacant, leaving only a portion available for conservation. That remaining portion is likely to be the larger part of the property, however, since these lands have been targeted for natural features that landowners generally cannot use. Adjusting for partial takings, using roughly 10% subtracted from parcel size, reduces the predicted secured area per property down to a 23 ha parcel.

Based on experience with similar efforts in other municipalities, an estimated 10% of landowners contacted would be interested in working towards securement. Not all projects come to fruition for a variety of reasons, most often because a landowner is disappointed with the appraisal. By a conservative estimate, land ultimately will be secured from 5% of the landowners contacted. This brings the future predicted secured area to almost 1,700 ha, albeit years beyond the five-year scope of the report; 20 years is realistic. The first three years after the adoption of this strategy will be primarily spent on outreach. Few securement projects are likely to close in the first years

but as more landowners become aware of **rare** as the regional land trust and are educated about their land conservation options, closings will ramp up.

With reliable support from funders and municipalities, and a highly active landowner outreach program, an achievable yet aggressive target can be:

to secure over 400 ha of properties of interest by the end of 2024.

This target should be reviewed (and hopefully increased with momentum) in five years when updating this Strategy.

Landowner Outreach

A primary goal of the Conservation Land Securement program is to educate identified landowners about the various long-term conservation options available to them. Most landowners only know about two options when it comes to disposition of their land:

- Sell it
- Bequeath it to family

As property is often a landowner's largest financial asset, a landowner may take several years to make the big decision about how to protect that property for the long term. Even if a landowner does not express interest in the various conservation options available to them at this time, the landowner now has increased awareness about conservation options should they change their mind in the future. As in fundraising, approaching people for land donations also requires patient cultivation. Building relationships of trust is essential. It could be many years later when a landowner becomes ready to consider securement.

Over the next few years, efforts will be made to promote **rare's** land securement program across Waterloo Region/Wellington. This will include community and council presentations, information sessions, as well as direct one on one landowner outreach and liaison.

Developing a Landowner Contact List

Within each of the 17 target areas, a landowner list needs to be developed. Landowner contact information needs to be collected (e.g. mailing address, phone number) so that packages can be mailed and follow-up conversations can be initiated. Each property identified should be reviewed to determine the individual parcel's suitability and the most desirable securement method. This work is now in progress at **rare**. Contact with land owners will be made through mailings, phone, email and drop-ins. We also welcome landowner leads or other leads, please use the contact information at the end of this document.

Outreach need not follow the natural areas in the sequential order shown in Table 2. Decisions about which zones to prioritize for landowner outreach should be based on urgency and other consideration the **raresites** land securement team identifies. Starting with the target areas with the greatest development threat is the best approach. Therefore, those zones that are closest to Highway 401 would be best. The lowest priority would be those zones furthest north. It may also be appropriate to "strike while the iron is hot," as it were, in localities where a property is in the process of acquisition.

Securement Project Process

As the only active, environmentally-based organisation in the area pursuing landowner outreach for securement projects, **rare** cannot rely on any other organisation to initiate landowner contact. Yet, **rare** can still approach other applicable organisations for support when an interested landowner expresses readiness to have property secured.

For the first three years following the adoption of this Strategy, **rare** primarily will be performing landowner outreach to targeted landowners in each priority zone. Land securement can still happen concurrently with landowner outreach but few results are expected in the first few years. Seeds get planted in the minds of landowners and then, with time, projects begin to manifest at a relatively fast rate. Further, securement projects take time to process; several months to several years is common, especially with donations.

Following landowner outreach endeavours, some landowners may express an interest in land conservation, which will likely give rise to a site visit, provided the landowner lives on or close to the property. Once a landowner of identified lands expresses an interest in proceeding, **rare** staff will prepare a property evaluation (see Appendix D) with maps of the property and one locator map to provide context.

The property evaluation package is circulated to the **raresites** Land Securement team for consideration. The team at the time of preparation of the strategy consisted of representatives of the following organisations:

- **rare** Board and staff
- Ontario Ministry of Natural Resources & Forestry
- Nature Conservancy of Canada (NCC)
- Six Nations of the Grand River (currently vacant after retirement of Paul General)
- Region of Waterloo
- Ontario Farmland Trust (OFT)
- Waterloo Region Environment Network
- Premier Environmental
- Nature Guelph
- City of Kitchener and Waterloo Stewardship Council
- Waterloo Region Nature
- Grand River Conservation Authority (GRCA)
- Guelph Trails Association

Important parties currently missing from the team are members representing the County of Wellington and the Ministry of Environment, Conservation and Parks and the Mississaugas of the Credit First Nation. We welcome additional suggestions for participation.

Project Approvals

It is recommended that the team develop two property securement lists. List One would outline 'active' properties for securement, and List Two would identify 'potential' properties for securement. The list of potential securement opportunities is developed first and will include those new properties that have been brought to the attention of the organisation and warrant further consideration. Once a candidate property has been identified, a property evaluation involving desktop analysis and, where necessary, field investigation will be undertaken. This will provide an assessment of the property's ecological significance in the context of the priority areas

identified. Further assessment will be needed to determine whether **rare**'s desire to acquire the property and the landowner's interest in working with **rare** are likely to develop into a mutually acceptable transaction. This transaction could take the form of a fee-simple purchase, donation, split-receipt, easement, etc. Depending on the property history and preliminary site evaluation, additional environmental studies may also be required (e.g. Phase 1 and 2 Environmental Assessments).

Properties that have been moved onto the active list will then be pursued for securement upon review and recommendation by the team to the Board and board approval. Ranking properties of interest will involve identifying the funding source or program to secure the property, whether it is a purchase, easement or donation. Once the funding is determined, the organisation will proceed to secure the property (e.g. negotiate agreement, obtain appraisal, commission survey, etc.).

Due Diligence

Once a target property's landowner has expressed interest in working with **rare** or a securement partner to conserve or sell the land, there should be additional assessment based on receiving the documentation specified below and reviewing the following information:

- Confirmation of ownership to ensure the correct representative is negotiating. This can be done in a preliminary title search or by obtaining a recent copy of property tax form from the owner.
- Signed Letter of Intent to confirm the landowner's intent to proceed with the project. This can be drafted and given to the land donor/vendor for convenience (see Appendix E).
- If it is a donation, appraisal to determine fair market value to meet Ecological Gifts Program standards; if it is purchase, appraisal to determine fair price. Exceptions can be made in cases of purchases where there is a high degree of confidence in values of recent comparable sales.
- Existing survey if available; otherwise, commission a survey by an Ontario Land Surveyor (OLS) in cases where boundaries are in question, if required by funding partner(s), or if the securement method is a partial taking, conservation severance, or conservation easement.
- Site inspection during a time of no snow cover. If deemed necessary from that inspection, a Phase 1 Environmental Assessment may be done.

The intent behind this consideration is to identify costs for undertaking due diligence, not to evaluate or predict outcomes for future work. A project requiring a survey and appraisal will be less favorably weighted than a project that does not require these steps and their related costs. Regardless of the nature of the securement, moreover, the process of due diligence may identify concerns with a property that impact its attractiveness, for example, by identifying undesirable encroachments, debris, or legal encumbrances.

Title Search

A title search produces documents showing the property's ownership history to determine any restrictions on title and if the landowner in question has a saleable interest in the property.

Letter of Intent

It is in the best interest of **rare**'s time and resources to obtain a 'letter of intent' from the landowner about a potential securement project before spending the time and money on an appraisal. Its wording should not be too strict, to prevent alienating the landowner, but it may be helpful in gauging a landowner's real interest. In return, **rare** can also provide a letter of intent to accept a land donation.

Appraisals

Appraisals determine the value of the land to be acquired. From the land securement principles listed above, when purchasing land, allow a flexible 10%+/- variation in purchase price to get the deal done. Ultimately a willing buyer and seller determine fair market value. Prior to commissioning an appraiser, the landowner's expectations should be close to the likely outcome of an appraisal. If far apart, further negotiation is advised.

In addition to the standards noted above, to qualify for the Ecogifts Program and potentially other funding programs, "all appraisals must be at arm's length from the parties to the transaction [...] similarly, appraisals done by the recipient are not acceptable" (Environment Canada, 2005, p. 2). Since the majority of **rare's** securement projects would apply to one or more of these programs, the appraisal must be done by an independent contractor. To ensure the appraisal meets the specifications of the funders' appraisal Terms of Reference, **rare** should distribute the Ecological Gifts Program Appraisal Terms of Reference to the independent contractor in any applicable cases. Multiple Terms of Reference are often so closely aligned that there is no issue of one conflicting with another.

As comparable conservation land value data ('comps') is accumulated from several closings, a price per acre value from strong comps may be enough in some cases to make an offer if fee simple purchase is the only option the landowner will consider. If staff have strong confidence in land value, the need for an appraisal may be deemed optional, however, this would be a highly unusual case as usually an appraisal is necessary to apply for certain fundraising opportunities.

Legal Considerations

In land transactions, **rare** should retain their own legal advice from a lawyer or notary experienced with real estate law. It should also suggest that the landowner(s) also involved in the transaction receive their own independent legal advice about the transaction, legal documentation and implications. Donations of land, and split-receipts, are considered friendly transactions and if the landowner wishes **rare's** legal representative to close on the landowner's behalf as well, it could save time and the landowner's money.

Land Survey

In most cases, a survey should be conducted to clearly determine the exact boundaries of the property being acquired. A new survey is always required if a partial taking, conservation severance, or easement is negotiated. In cases where an entire property is being acquired, a copy of the original survey may be enough.

Baseline Documentation Report (for Conservation Easement)

A Baseline Documentation Report is created for conservation easements to document the existing conditions at the time of acquiring the easement. Such baseline data is invaluable when periodic monitoring is carried out in subsequent years. This is usually performed after the easement has been found acceptable to lawyers of both parties.

Partners

It is important to note that **rare** will need to rely on partners to support its securement initiatives and also to work as a partner to support others in their securement initiatives. This Strategy indicates where **rare** will work to secure land itself by holding title or the easement over the property, and where **rare** acts as a supporter. Acting as a supporter could involve lands identified within this Strategy, but it may also include lands beyond the scope of this report that hold value for a partner.

It is very common for a land trust to have one or more partners involved in the securement of a particular property. Sometimes additional partners are needed for funding purposes or if they have additional expertise (e.g. negotiating leverage) necessary to help secure a property. In cases involving title or an interest in title, a partner group sometimes may be a more suitable recipient than the original group involved in protection of the property, perhaps because they are better equipped to handle issues around property taxes, stewardship, funding requirements, or other concerns related to the Planning Act. A landowner may also request another group's involvement due to personal preferences. Different partners bring different resources for the long term and sustainable management of properties. The circumstances will depend on the unique characteristics of the property, the type of securement method involved, and the requests of the landowner (depending on whether it is a donation or purchase).

Partners exist in many different capacities and relationships with **rare**. It is also important to work with area partners to avoid duplicating efforts and confusing landowners. As it is very common to have multiple partners involved in the securement of properties of mutual interest, it is essential to develop and expand on partnerships with these and other organisations involved in holding title or providing funding for the acquisition of significant lands.

It is important to note that any partnership involvement that **rare** has in the securement of a property should be viewed as a securement success. This is also referred to as an 'assist'. An assist can include the involvement of **rare's** staff time, resources, technical expertise or funding towards the securement of a particular property. Even if **rare** does not end up holding title, an interest in title or even managing a particular property, any contribution by **rare** should be recognized and promoted.

Securement Partners

Securement partners will have a desire to assist in funding and/or provide technical support on land securement. They have connections to landowners and operate with a similar land securement mandate to **rare**.

Partners involved in varying degrees of land securement activities in the area of Waterloo Region and Wellington County are:

- Regional Municipality of Waterloo
- County of Wellington
- The Cities of Cambridge, Guelph, Kitchener, and Waterloo
- Nature Conservancy of Canada
- Ducks Unlimited
- Ontario Nature
- Ontario Heritage Trust
- Ontario Farmland Trust
- Grand River Conservation Authority
- Credit Valley Conservation
- Conservation Halton
- Waterloo Region Nature
- Branchton Land Trust

Experience to date has identified a need to work closely with local municipal staff in order to familiarise them with conservation severances, conservation easements, and conservation and landscape design principles, all of which play a role in **rare's** success as a regional land trust.

Conservation Land Holders in the Area

Holders of secured land in the area are previously listed in Table 1. Many of these lands are held by conservation authorities, the primary one being the Grand River Conservation Authority. Their lands were secured to conserve important watershed resources such as floodplains, valley lands, wetlands, and forest regeneration areas. They also serve as important nodes for future conservation land securement activity, by building on existing secured lands that are publicly visible and well known in the area. Conservation land securement activities may also be embraced by the public more readily if they are located near areas already viewed by the public as 'natural' and 'protected' areas.

Funding

Receiving funding support is an essential component towards reaching this Strategy's land securement target. The cost of the securement program will be significant. So far, we established that the average donation will cost at least \$30,000 to secure and the average purchase will be at least \$146,000 to secure. With a target of 400 hectares secured in five years, and the average parcel size being 23 hectares, the number of estimated properties secured would be 17. With a ratio between donations to purchases of 20:80, the projected securement costs will be over \$2,000,000 over the five year period, not including stewardship endowments. Given recent market development, this estimate is on the low end and growing costs should be anticipated.

Conclusion

Population in Waterloo Region and Wellington County is forecast to increase more than 30% in the next 20 years, with development in rural settlement areas expected. It is hoped that ecological lands will be protected by government policy and regulations, but the reality is that these are subject to change. The only certain method to protect these areas is to secure them in ownership or through conservation easements that remove development rights.

The three conservation authorities in this area are not actively approaching landowners of ecologically sensitive lands to advise them of their land disposition options. Until very recently, Waterloo and Wellington have had no local land trust to help secure these lands, leaving **rare** positioned to lead the charge. Of all the land securement partners, only Ontario Farmland Trust (OFT) is actively securing parcels of agricultural land, but OFT is provincially focused and is now only acquiring easements rather than ownership. Thus, landowner outreach and education within this area falls to **rare**.

Using **rare** staff's ecological selection criteria as a base and adding further criteria for refinement, 17 targeted natural areas having 365 properties were delineated for landowner outreach over the next three years. By the end of 2024 a target of 400 hectares should be secured, with commitment to an active outreach program and assistance from securement and funding partners.

With lessons learned, partners' reliability established, and determination of how achievable the target will prove, this Strategy should be reviewed and if necessary revised accordingly in five years, with a new acquisition target for the following five years.

If you are interested in donating property or receiving more information about possible securement options, please contact:

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Acknowledgements

This work would not have been possible without the generous funding of the Gosling Foundation and the Region of Waterloo. We also thank the numerous skilled and enthusiastic community volunteers who over several years helped shape the **raresites** land securement team, many of whom continue to be part of the team to this day. Our special thanks go to Chris Gosselin, who first started renewed conversations around a regional, community-based land securement effort in Waterloo Region, and to Stan Kozak, who strongly advocated that we not be limited by artificial municipal boundaries, encouraging us to choose a watershed-based approach that also included Guelph/Wellington County instead. We thank David Freure, Harold Freure, David Gascoigne, Paul General, Fraser Gibson, Graham MacDonald, Janice Moore, Rick Relf, Joy Roberts, Matt Setzkorn and Kevin Thomason for their volunteer support during the early conversations, and Kate Hagerman, Chris Gosselin, Greg Michalenko, John Prescott, Tony Zammit, Vince Deschamps, Bill Mungall, Roger Suffling, Graham Buck, Josh Shea, Peter Krause, Krista Long, and Dave Montgomery for their ongoing volunteer support as current members of the *raresites* land securement team, and Rob Orland for his compilation of the draft strategy document.

Appendix A: Ecogift Eligibility Criteria

A. Specific Categories of Qualified Lands

Lands, or easements or covenants relative to such lands, which fall into one or more of the following categories shall be deemed to be ecologically sensitive lands in Ontario. This is provided terms of easements or covenants regard and protect the ecologically sensitive features of the land.

- A1. Significant portions of the habitat of federally or provincially listed species at risk, including endangered or threatened species, or species of special concern;
- A2. Areas designated as Provincially Significant Wetlands;
- A3. Provincial or regional Areas of Natural and Scientific Interest;
- A4. Designated Areas of Concern for biodiversity purposes as identified in Forest Management Plans;
- A5. Lands that are registered under the Conservation Land Tax Incentive Program;
- A6. Areas that are registered under the Managed Forest Tax Incentive Program that are managed for wildlife habitat conservation purposes under an approved Managed Forest Plan;
- A7. Areas promoting the conservation of natural heritage and biodiversity that are identified within a regional or watershed plan or strategy developed by a recognized conservation organisation;
- A8. Areas designated as a World Heritage Site for biodiversity conservation purposes, a core area of a UNESCO Biosphere Reserve, or a Wetland of International Importance under the Ramsar Convention;
- A9. Areas of biodiversity significance identified in a Canadian Heritage Rivers Management Plan or Strategy;
- A10. Areas designated in the Niagara Escarpment Plan as an Escarpment Protection Area or an Escarpment Natural Area;
- A11. Areas designated as Natural Core, Natural Linkage, Sensitive Hydrological Feature, High Aquifer Vulnerability, Significant Landform, Minimum Areas of Influence or Minimum Vegetation Protection Zones within the Oak Ridges Moraine Conservation Plan;
- A13. Areas designated for biodiversity conservation purposes within Management Plans or Strategies for the Trent-Severn or Rideau Waterways;
- A14. Areas within a municipal official plan or zoning by-law under the Planning Act (Ontario) designated as an Environmentally Sensitive Area, Environmentally Significant Area, Environmental Protection Area, Restoration Area, Natural Heritage System or other designation for similar purposes that are compatible with the conservation of the biodiversity, ecological features and functions of the site;
- A15. Areas within or adjacent to a Provincial Park, Provincial Park Reserve, Conservation Reserve, Conservation Area, Wilderness Area, Provincial Wildlife Area, National Wildlife Area, Migratory Bird Sanctuary, National Park, National Park Reserve or Ecological or Nature Reserve managed by a government or non-government agency;
- A17. Areas identified as Carolinian Canada sites or Carolinian core natural areas and corridors as designated by the Big Picture natural area mapping program;
- A18. Areas designated as Core Natural Area, Natural Area Buffer, Natural Area Link, or Valued Ecosystem Component in the National Capital Greenbelt Master Plan by the National Capital Commission; and
- A19. Areas designated for biodiversity purposes by regional agencies such as the Niagara Parks Commission, St. Clair Parkway Commission, St. Lawrence Parks Commission and the Waterfront Regeneration Trust.

B. General Criteria for Other Ecologically Sensitive Lands

Lands, easements or covenants relative to such lands, that meet one or more of the following general criteria may also be considered to be ecologically sensitive lands in Ontario—subject to the approval of the federal Minister of the Environment or a person delegated by the Minister for this purpose. (The term "significant" for the purposes below refers to definitions provided in Provincial Policy Statements.) This is provided terms of easements or covenants regard and protect the ecologically sensitive features of the land.

- B1. Significant habitats such as alvars, prairies, cliffs, Great Lakes coastal habitats, old growth forest areas, glacial relic communities and sites with enduring geological features that contribute to biodiversity;
- B2. Areas of wildlife concentration such as bat caves, snake hibernacula, heronries, deer wintering yards and sites used by migratory water birds and other species for seasonal staging, feeding, breeding and like purposes;
- B3. Areas identified, designated or protected as ecologically significant or ecologically important by a government or non-government local, provincial, national or international system or body;
- B4. Significant water bodies, rivers, streams, shorelines, valleys, wetlands, groundwater recharge areas, headwaters and aquifers;
- B5. Significant wildlife or fish habitats;
- B6. Significant woodlands;
- B7. Areas that have significant current or potential for enhanced ecological values through restoration, remediation, management or geographic proximity to other ecologically significant properties;
- B8. Natural buffers and adjacent lands around areas identified under other ecologically sensitive lands categories or criteria that contribute to the conservation of biodiversity;
- B9. Natural links or corridors between areas identified under other ecologically sensitive lands categories or criteria that contribute to the conservation of biodiversity;
- B10. Areas used for long-term scientific study or baseline and benchmark monitoring of biodiversity; and
- B11. Areas that contribute to Canada's environmental heritage through the maintenance of the genetic diversity of species, ecosystem health, or landscape biodiversity, and other natural spaces of significance to the environment in which they are located.

The categories and criteria listed above, for the purposes of implementation of provisions in the Income Tax Act for ecological gifts, have been agreed to by representatives of the Governments of Ontario and Canada. This list and criteria may be further elaborated and amended by agreement between Environment Canada and the Ontario Ministry of Natural Resources.

Appendix B: Ecological Selection Criteria

Practice 8B. Project Selection and Criteria

The following document describes the project selection criteria of the **rare** Charitable Research Reserve (hereafter called **rare**), a registered charitable land trust and environmental institute. This process uses a series of worksheets and templates that are attached separately, to identify potential parcels, to evaluate properties in more detail once they have become a potential project (i.e. a possibly willing donor or seller has been identified), and finally to conduct more rigorous analysis for bringing the property into the Ecological Gifts Program and beginning to prepare an Environmental Management Plan (see practice 12C) once the process of closing the transaction has begun.

The charity currently stewards five parcels of land in the City of Cambridge and Township of North Dumfries in the Region of Waterloo. In the long term, **rare** is interested in expanding its land base through purchase or donation, through such mechanisms as bequests, private donations, or transfer from individuals or businesses as a charitable donation, or through the negotiation of conservation easements. These additional properties, held in trust for the purposes of environmental conservation, research, and education, will collectively be known as **raresites**, with the intent that the expanded organisation facilitates **rare**'s activities more broadly in the Region and beyond. There are opportunities to seek advice from friends of **rare** with experience in making these arrangements. As a qualified Ecological Gifts program (EGP) recipient, **rare** hopes to maximize protection of desirable land by focusing efforts on donations and bequests that minimize the organisation's required fundraising to cover purchase, stewardship, and other ancillary costs.

The **raresites** procedure to identify appropriate lands for acquisition will be similar whether the lands are intended for preservation, rehabilitation or restoration, or other appropriate activities such as research or educational uses. Parcels of land are considered particularly desirable if

- they are contiguous with the current property,
- they are contiguous with existing protected areas, parks, conservation areas, etc.,
- they present opportunities for research in restoration and rehabilitation of lands (for example, mined-out aggregate pits) and
- they would secure portions of existing land features not entirely on **rare** property, or mitigate stress to existing landscape features through a variety of buffer mechanisms (e.g. wildlife corridors, safe wildlife crossings, stormwater or groundwater management, etc.).

The lands will be identified according to the following Steps. Supporting procedures and evaluation templates are also included as a part of this practice:

1. In a particular area, such as a Region or County, air photos and geospatial data (woodland, wetland, other relevant regulatory or natural heritage data layers) will be acquired. The parcel fabric, showing the boundaries of properties in the area of interest, will be acquired from the local county or municipality planning Office. This will likely require signing of a data sharing and confidentiality agreement between the relevant municipal authority and **raresites**, and the supplied polygons will likely be stripped of identifying data that would facilitate future contact with potential landowners. Areas containing Desirable Conservation Land (see attached Remote Land Evaluation Procedure) will be identified by adaptation of the **raresites** GIS tool.
2. Desirable Conservation Land will be evaluated through observation of air photos and geospatial data, and by evaluating the **rare** score results of the Remote Evaluation Procedure. Following identification of concentrations of Desirable Conservation Land

parcels, campaigns can be initiated to educate landowners about how they may benefit from Ecological Gifts Program donations of property or easements, or other conservation tools at their disposal.

3. Once an opportunity to acquire Desirable Conservation Land has been identified by this or other means, the land must be evaluated. At this stage, an overview of the property must be conducted in order to provide the **raresites** Land Securement Team and the Board of Directors with sufficient information to guide the acquisition. This will be done using three templates (attached), readily available from the Ontario Land Trust Alliance resources website. These include the Preliminary Assessment and Criteria Evaluation worksheets, which provide basic information about the property, and the Natural Values worksheet, which provides a more detailed assessment of significant natural heritage features, restoration potential, identified stewardship issues, etc.
4. The property must meet several additional conditions, in order that it does not become an undue financial burden to **raresites**. Unless otherwise determined by the Board of Directors, the charity will not assume ownership of any structures, including residences, barns, sheds, and so forth. Land bearing these structures must be duly severed from the parcel and either disposed of separately, or remain in the donor's possession. In addition, a Stewardship Fund must be established for the property, amounting to no less than 20% of the property value, to function as an endowment for the upkeep of the donation. If this sum is not included as part of the donation, **rare** must reasonably expect to accumulate the necessary sum for the purpose through fundraising activities prior to the deal closing. Furthermore, this endowment is external to costs associated directly with property acquisition, including title investigations, real estate or ecological appraisals, and any other taxes or fees that may be applicable as part of the purchase process.
5. Once land has been approved for acquisition, it will require an Ecological Sensitivity Assessment (see included template) in order to qualify for an EGP donation; **raresites** can assist with the process to gain more detailed knowledge of the property, and begin to develop its stewardship and management plan.

APPENDIX C

Reep Green Solutions

20+ YEARS OF COMMUNITY ACTION

IMPACT REPORT



- Urban Forest + Tree Stewardship
- Stormwater Management + Water Conservation
- Depave Paradise
- Home Energy Efficiency + Project Neutral
- ClimateActionWR
- Community Outreach | Workshops + Zero Waste Challenge
- Fundraising
- Financials

URBAN FOREST + TREE STEWARDSHIP

Our Tree Stewardship program was launched this year, in partnership with the City of Cambridge and the City of Kitchener. The goal is to empower residents to care for trees and take on a stewardship role in maintaining the urban forest.

Our key focus is on education so that residents become good stewards of the trees in our community. Homeowners are also able to participate in a subsidized tree planting service.

The Backyard Tree Planting program includes a consultation with an arborist to select the right tree for the right place. Delivery and planting are included and homeowners are shown how to care for their tree(s) into the future.

Through our workshops, over 160 participants have learned how to sustain our urban forest. We've also worked with 96 homeowners in our Backyard Tree Planting Program to provide education on tree care and plant 77 trees in backyards around Kitchener and Cambridge.

96

TREE CONSULTATIONS
WITH PROPERTY OWNERS

77

TREES PLANTED IN YARDS

5

EDUCATIONAL
WORKSHOPS

167

WORKSHOP
PARTICIPANTS

2

MUNICIPAL PARTNERS



STORMWATER MANAGEMENT + WATER CONSERVATION

Our Home Water Auditors visited more homes for water conservation improvements than ever before, thanks to our partnership with the Region of Waterloo. Our advisors installed solutions on the spot to help conserve water in 300+ homes over the past year alone.

Over 700 participants at 19 events learned the impact of conserving water and creating rain gardens that reduce stormwater runoff. This past year the wider community of 96 volunteers dug in and joined us at 4 work parties to create beautiful gardens and plant trees. With the support of municipal partners in Kitchener, Waterloo, Cambridge and Guelph, we're educating people through workshops and one-on-one coaching to manage rain where it falls and make our communities more resilient to the impacts of climate change.



95,400+

LITRES OF STORMWATER
STORAGE CAPACITY BUILT

9,200+

EDUCATIONAL WORKSHOP
PARTICIPANTS

193

VOLUNTEERS

AT

8

WORK PARTIES

242

CONSULTATIONS W/
PROPERTY OWNERS

65

RAIN GARDENS, PERMEABLE
PAVE + INFILTRATION
GALLERIES INSTALLED

1,300+

WATER CONSERVATION
HOME AUDITS

WATER CONSERVED IMMEDIATELY BY INSTALLING:

692

SHOWERHEADS

175

AERATORS

94

TOILET FLAPPERS

IMPACT SINCE INCEPTION

DEPAVE PARADISE

Depave Paradise is a nation-wide movement started by Green Communities Canada. The goal is to dig up underused paved spaces and turn them into lush green landscapes for communities to enjoy.

This year Reep supported the depaving of 2 local spaces, working with the New Hamburg Board of Trade and Keatsway Public School.

73 volunteers got their hands dirty, pulling up pavement and planting native species gardens. It was exhilarating to see parents, students, teachers, business owners and residents rip up 150 square meters of underused hard surfaces and turn it into beautiful green space for everyone to enjoy.

290+

METRES OF IMPERVIOUS
SURFACE REPLACED WITH
GREEN SPACE

132

VOLUNTEER DEPAVERS -
COMMUNITY MEMBERS,
TEACHERS, STUDENTS, PARENTS

3

LOCAL SITES DEPAVED SINCE 2019

CHECK OUT OUR DEPAVE PARADISE PROJECTS



KEATSWAY PUBLIC
SCHOOL



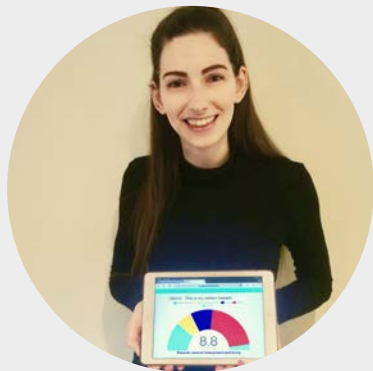
DOWNTOWN
NEW HAMBURG



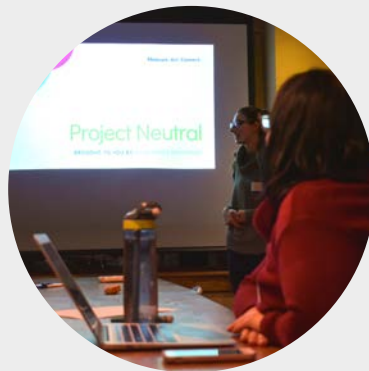
HOME ENERGY EFFICIENCY + PROJECT NEUTRAL

Our energy programs focus on the practical ways residents can reduce their climate impact at home. Thanks to funding from the Region of Waterloo, and additional support from the University of Waterloo, we were able to bring the Project Neutral tool to over 900 households in the region, representing 2,500 household members.

Our team also partnered with Eastwood Collegiate Institute in Kitchener to pilot a “Project Neutral Challenge” that will engage multiple classrooms in measuring their household carbon footprints and taking action. The long-term plan is to bring this challenge to the wider student community.



WATCH
WHAT IS PROJECT
NEUTRAL?



TAKE 5 MINUTES TO
DISCOVER YOUR
CARBON FOOTPRINT

9,500+

HOMES THAT
COMPLETED ENERGY
RETROFITS

27,000+

TONNES OF
GREENHOUSE GAS
EMISSIONS REDUCED

\$7M+

ESTIMATED SAVINGS
ON ENERGY COSTS
AFTER UPGRADES

\$54M+

SPENT LOCALLY ON
HOME ENERGY
UPGRADES

146

PARTICIPANTS AT WORKSHOPS IN
BUSINESSES, SCHOOLS, AND
COMMUNITY GROUPS.

1,500+

PROJECT NEUTRAL
USERS

IMPACT SINCE INCEPTION

Additionally, the estimated 27,000 tonnes of greenhouse gas emissions that Waterloo Region households have reduced by following Reep Green Solutions' home energy recommendations contribute directly to our local climate action plan and help to promote sustainable living.

Our energy outreach continues with promotional support from the Region of Waterloo, including the opportunity to promote Project Neutral on library screens and in the THEMUSEUM's ALARM exhibit.

ClimateActionWR

ClimateActionWR is a collaboration between local municipalities, organizations and community members focused on climate change mitigation, and is co-led by Reep Green Solutions and Sustainable Waterloo Region.

We coordinate the activities of our community's Climate Action Plans, measure and monitor progress on emission reductions, and engage the community in climate action initiatives. This year marks the last of our current climate action plan, to reach 6% greenhouse gas emission reduction over 2010 numbers, by the end of 2020.

In early 2019, ClimateActionWR received funding from the Federation of Canadian Municipalities to develop Waterloo Region's long-term community Climate Action Strategy and short term plan.

All 8 local area municipalities signed on to the Transition 2050 team including the Townships of North Dumfries, Wellesley, Wilmot and Woolwich, the Cities of Cambridge, Kitchener and Waterloo, and the Region of Waterloo.

Alongside community members, local organizations, subject matter experts, and technical experts from across the region and beyond, we are working to develop a plan for transitioning Waterloo Region to the goal of 80% reduction of GHG emissions by 2050.

1,500+

COMMUNITY STAKEHOLDERS
ENGAGED THROUGH
80 BY 50 ACTIVITIES

80

EXPERTS CONSULTED FOR
80 BY 50 COMMUNITY
GOAL

124

SECTOR COMMITTEE
MEMBERS

45

CLIMATE ACTION COMMITMENTS
FROM THE COMMUNITY

70

COMMUNITY EVENTS
VISITED BY STREET TEAM

95

VOLUNTEERS

IMPACT SINCE INCEPTION



COMMUNITY OUTREACH

EVENTS, WORKSHOPS + ZERO WASTE CHALLENGE

Reep Green Solutions reached an important milestone this year, and held our biggest community event yet to celebrate it. The Fresh Air Feast was an outdoor, family-focused picnic with activities, delicious food and fun games to celebrate 20 years of Reep Green Solutions and community action. Two hundred people joined in the festivities on a beautiful fall day that we will never forget.

Our 4th annual Zero Waste Challenge kicked off in October, an opportunity to challenge households to reduce their waste to fit into a 1L mason jar for 7 or 30 days. 140 humans and 48 pets took part in the Zero Waste Challenge, sharing their results on social media.

The Reep team continues to reach new people, which is reflected in our biggest outreach in a single year: 2,173 participants joined in our workshops and community events in 2020!

953

OUTREACH EVENTS

16,600+

WORKSHOP PARTICIPANTS

4,800+

VISITORS TO THE
Reep House for Sustainable Living

524

ZERO WASTE CHALLENGE
PARTICIPANTS

185.5

PETS TAKING PART IN THE
ZERO WASTE CHALLENGE

IMPACT SINCE INCEPTION

TAKE ACTION



TAKE THE
ZERO WASTE
CHALLENGE



EVENTS AND
WORKSHOPS



FUNDRAISING IMPACT

It is an offer that more and more people are taking up - the opportunity to support practical, local environmental action. To celebrate 20 years of Reep Green Solutions, we set a goal of raising \$20,000 to kickstart the next 20 years of practical and impactful environmental action in Waterloo Region. And we came close, raising more in one year than we ever have before!

For the last 20 years our participants have been protecting water, reducing their impact, planting rain gardens, diverting waste, and advocating for climate action. Several of our services are unfunded and your support will help us continue to serve our community for many years to come!

It's been an honour to support your sustainability journey for the last 20 years. Thank you for helping to make our work as an environmental charity possible!

380

NUMBER OF GIFTS
SINCE 2009

\$50,200+

DONATIONS SINCE 2009

\$146

AVERAGE GIFT

\$17,679

DONATIONS IN 2019

Together, we can leave our children a community that is more resilient, vibrant, caring and sustainable.

THE IMPACT OF YOUR SUPPORT



**20TH ANNIVERSARY
REPORT**



WHO WE ARE



FINANCIAL REPORT | FY2020

The financial information on this page is derived from the financial statements for April 1, 2019 to March 31, 2020 which were audited by Clarke Starke & Diegel LLP.

Reep Green Solutions returned to a balanced budget this year, as programs in development came to fruition, and as opportunities arose to pursue transformational projects for our community.

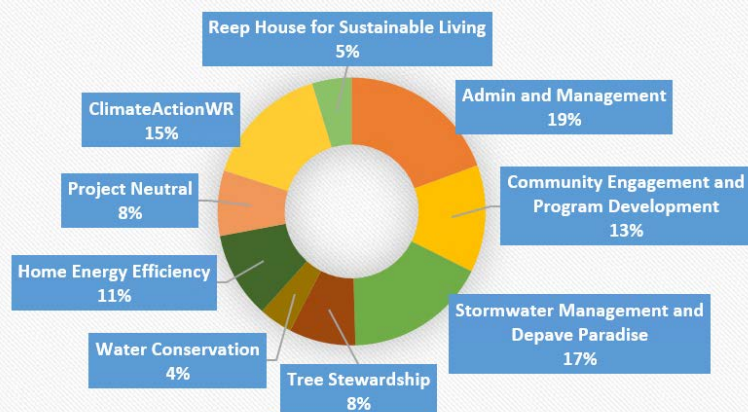
The diversity of our initiatives also contributed to a strong bottom line, along with an increase in donor support.

REVENUE	2019-2020	2018-2019
Grants (Local, Provincial, Federal)	433,410	323,504
Fee for Service	116,547	202,820
Contracts	180,978	114,215
Donations, Sponsorships and Foundations	55,546	43,359
Other Income	16,846	15,680
Total Revenue	803,327	699,578

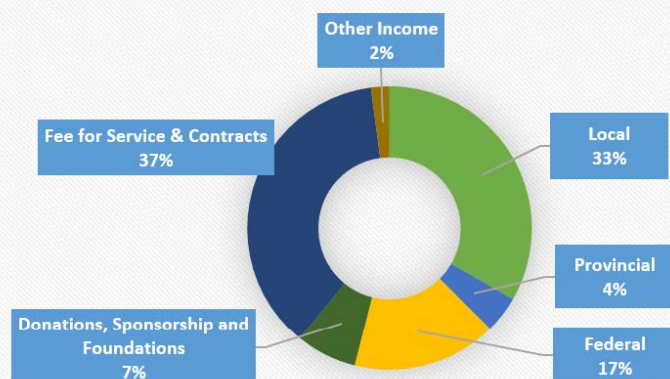
EXPENSES	2019-2020	2018-2019
Salaries & Benefits	510,446	511,134
Program Delivery - Contracted Services	154,984	103,525
Outreach & Community Training	24,325	17,830
Occupancy	37,721	33,708
Professional Fees	24,210	22,385
Staff & Org. Development	9,952	11,053
Office	6,228	7,815
Insurance	7,984	7,555
Amortization	1,272	1,319
Communications	3,181	3,325
Interest & Bank Charges	4,159	3,112
Travel	1,917	2,217
Total Expenses	786,378	724,979

Excess of Revenue over Expenses	16,948	[25,401]
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EXPENSES BY PROGRAM



REVENUE SOURCES



THANK YOU TO OUR PARTNERS AND FUNDERS

Our Core Funders



Waterloo North Hydro Inc.



Urban Forest + Tree Stewardship



Stormwater Management + Water Conservation



Canada



ClimateActionWR



The TOWNSHIP of NORTH DUMFRIES



Welcome to the Township of WILMOT



Energy Programs | Home Energy + Project Neutral



Depave Projects



Welcome to the Township of WILMOT



TD Friends of the Environment Foundation



Community Outreach | FRESH AIR FEAST





IMPACT REPORT



20+ YEARS OF
COMMUNITY ACTION

URBAN FOREST + TREE STEWARDSHIP

96

TREE CONSULTATIONS
WITH PROPERTY OWNERS

77

TREES PLANTED IN YARDS

5

EDUCATIONAL
WORKSHOPS

167

WORKSHOP
PARTICIPANTS

2

MUNICIPAL PARTNERS



STORMWATER MANAGEMENT + WATER CONSERVATION



1,300+
WATER CONSERVATION
HOME AUDITS

WATER CONSERVED IMMEDIATELY BY INSTALLING:

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SHOWERHEADS

175
AERATORS

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TOILET FLAPPERS

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LITRES OF STORMWATER
STORAGE CAPACITY BUILT

9,200+
EDUCATIONAL WORKSHOP
PARTICIPANTS



242
CONSULTATIONS W/
PROPERTY OWNERS

65
RAIN GARDENS, PERMEABLE
PAVE + INFILTRATION
GALLERIES INSTALLED

193
VOLUNTEERS

8
WORK PARTIES

IMPACT SINCE INCEPTION

DEPAVE PARADISE



KEATSWAY PUBLIC
SCHOOL

DOWNTOWN
NEW HAMBURG

290+

METRES OF IMPERVIOUS
SURFACE REPLACED WITH
GREEN SPACE

132

VOLUNTEER DEPAVERS -
COMMUNITY MEMBERS,
TEACHERS, STUDENTS, PARENTS

3

LOCAL SITES DEPAVED SINCE 2019

HOME ENERGY EFFICIENCY + PROJECT NEUTRAL



\$7M+

ESTIMATED SAVINGS
ON ENERGY COSTS
AFTER UPGRADES

\$54M+

SPENT LOCALLY ON
HOME ENERGY
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9,500+

HOMES THAT
COMPLETED ENERGY
RETROFITS

146

PARTICIPANTS AT WORKSHOPS IN
BUSINESSES, SCHOOLS, AND
COMMUNITY GROUPS.

1,500+

PROJECT NEUTRAL
USERS

27,000+

TONNES OF
GREENHOUSE GAS
EMISSIONS REDUCED

IMPACT SINCE INCEPTION

ClimateActionWR



1,500+

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45

CLIMATE ACTION COMMITMENTS
FROM THE COMMUNITY

70

COMMUNITY EVENTS
VISITED BY STREET TEAM

95

VOLUNTEERS

IMPACT SINCE INCEPTION

COMMUNITY OUTREACH

EVENTS, WORKSHOPS + ZERO WASTE CHALLENGE



953
OUTREACH EVENTS

16,600+
WORKSHOP PARTICIPANTS

4,800+
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ZERO WASTE CHALLENGE
PARTICIPANTS

185.5
PETS TAKING PART IN THE
ZERO WASTE CHALLENGE

IMPACT SINCE INCEPTION

FUNDRAISING IMPACT



YOUR LOCAL
1999-2019

ENERGY COACHES
WATER PROTECTORS
CLIMATE ADVOCATES
CAPACITY BUILDERS
SUSTAINABILITY HUB

**ENVIRONMENTAL ORGANIZATION
FOR 20 YEARS**

HEALTHY YARD EXPERTS
ZERO WASTE CHAMPIONS
NEIGHBOURHOOD CATALYSTS
ENVIRONMENTAL CHARITY

**Reep
Green
Solutions**

380

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AVERAGE GIFT

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DONATIONS IN 2019

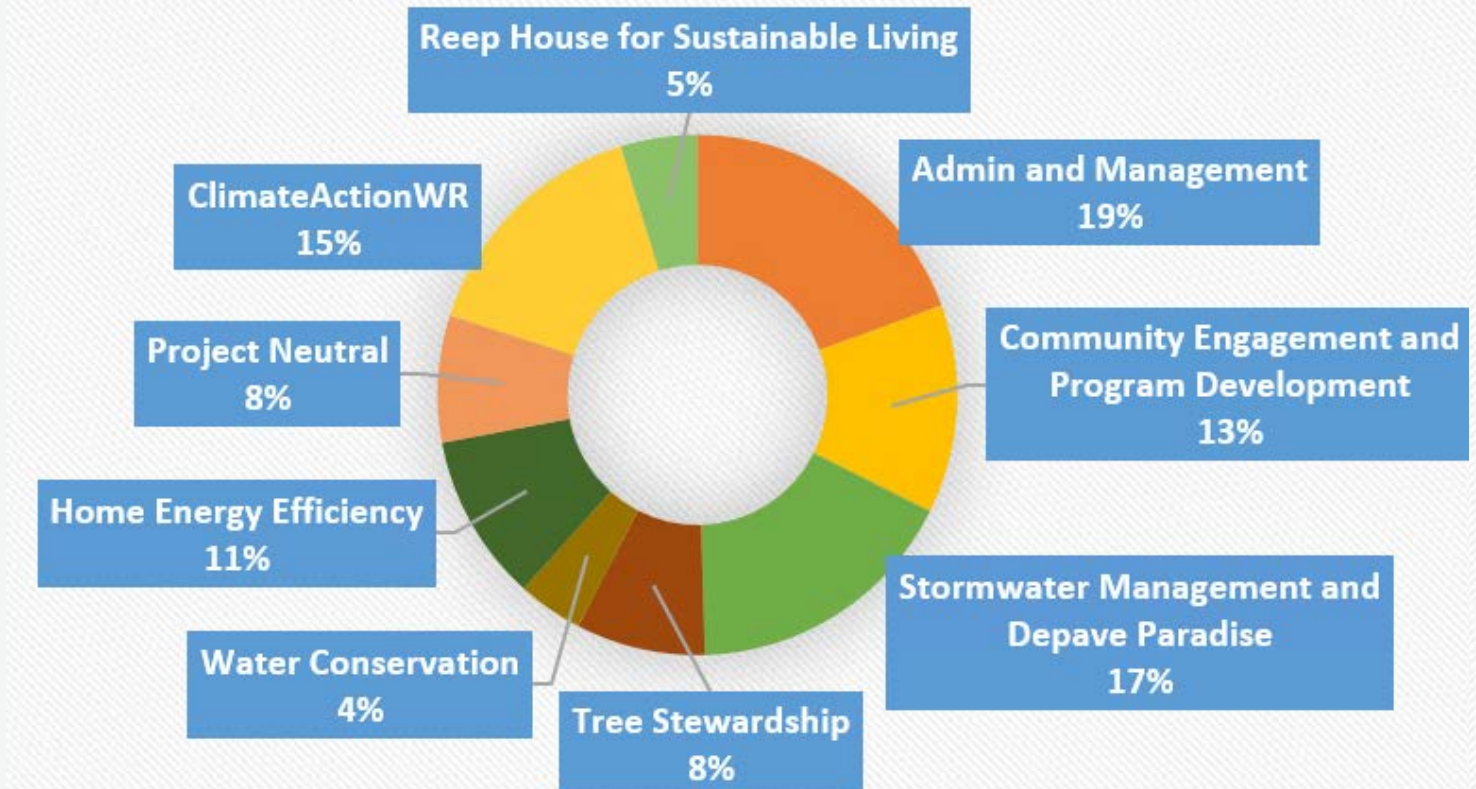
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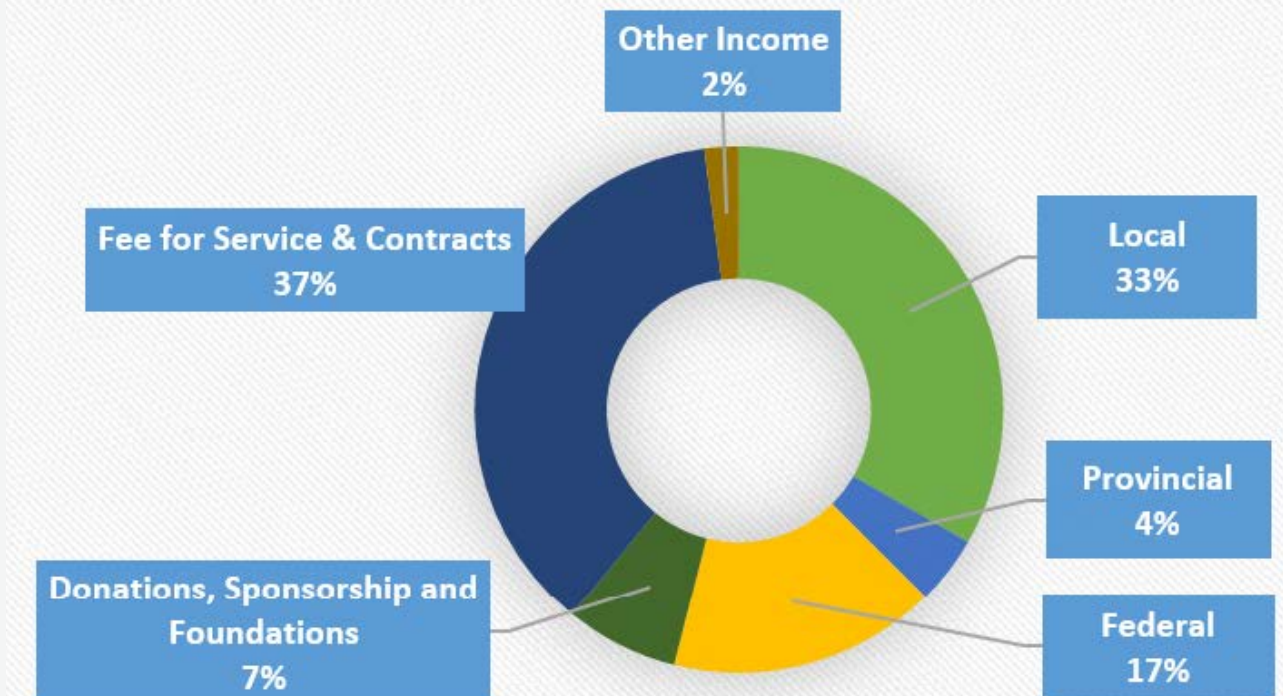
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EXPENSES BY PROGRAM



REVENUE SOURCES



THANK YOU TO OUR PROGRAM FUNDERS AND PARTNERS



THANK YOU TO OUR CORE FUNDERS

