

THE COMPACT OF CAPE COD CONSERVATION TRUSTS, INC.

2026 ANNUAL MEETING

Sea Crest Resort, Falmouth





THE COMPACT
OF CAPE COD CONSERVATION TRUSTS, INC.

The Compact of Cape Cod Conservation Trusts
consists of 39 member organizations covering
Dukes, Barnstable, Plymouth, and Bristol Counties.

CLICK
HERE



Premiere of The Compact's 40th Anniversary Tribute [Video](#)



Welcome and Remarks:

MARGO FENN, PRESIDENT

MARK ROBINSON,
EXECUTIVE DIRECTOR





*Excerpt: 40th
anniversary
remarks of
Margo Fenn,
President of
The Compact*

I moved to the Cape in 1986 to be the first Director of Planning in the Town of Chatham. Both there and in my later work at the Cape Cod Commission, open space protection has been a high priority and the Compact with the local land trusts has been the driving force for making that happen.

I have only been on the Compact Board for a couple of years now, but I've had many opportunities to work with Mark Robinson and his land trust colleagues over the years. What has impressed me most has been the vision, persistence, dedication and creativity of the professionals and volunteers that do this work. Some of these land deals have taken many years to come to fruition, requiring great skill and patience, building relationships with town officials, land owners, and potential funders. The Compact has provided the expertise to identify valuable properties, raise funding from both public and private sources, execute Conservation Restrictions, coordinate with Town Land Bank and Community Preservation Act officials, provide short-term loans to local trusts through the Charles Thomsen Land Fund, buy and hold land while the local land trusts are raising funds.

Much of the credit goes to Mark Robinson whose encyclopedic knowledge of land on Cape Cod is invaluable, but also to his many proteges (Michael Lach, Kat Garofoli, Kelly Grant, Paula Pariseau and many others) as well as the long-time leadership of the Compact Board. In 40 years, there have been only four Compact Board Presidents, and they have each given generously of their time, expertise and wisdom to make the organization strong and effective.

As most people know, Ansel Chaplin was founder and President of the Compact Board for the first 15 years. Rich Johnston and Leonard Johnson each served as Compact President for more than a decade and Henry Lind has been the Compact's Treasurer for almost 20 years. Mark Robinson has been the Executive Director for all 40 years. Please give a round of applause for this incredible team!

40 years of leadership was introduced by current President Margo Fenn: Leonard Johnson, Pres. 2015-2025, Mark Robinson Exec. Dir. 1986– current, Richard Johnston, Pres. 2001-2015; Henry Lind, Treas. 2010—current



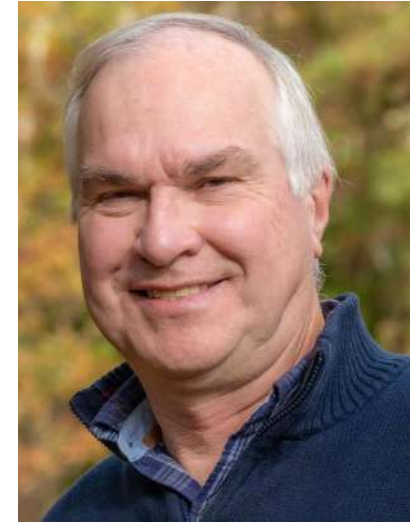
I am only going to use 272 words here; it was good enough for Lincoln, good enough for me.

Most new small businesses fail, a quarter of them in the first year, half after five years, 65 percent after ten years. Why do they fail? They provided a product or service nobody wanted. They ran out of money or had poor cash flow. They had poor leadership. They were beaten by the competition.

Forty years is a good track record, but The Compact is in the perpetuity business. We are the oldest regional network of land trusts in the United States. The Land Trust Alliance holds us up as a national model of nonprofit cooperation. We provide a service that many groups want—technical assistance on their projects—and have

grown from six land trusts on the Lower Cape to 39 nonprofits in SE Mass.

We keep our budget lean, growing organically only when we must. We have steady leadership, only four presidents in 40 years and a staff leader stuck here for that long. Our competitors are more like cooperators. People want us to succeed. The Cape's landscape is precious to those born here and those who move here. They know that only by protecting the land they love will we keep the Cape Cod experience alive. They may not know or even conceive how hard so many work every day behind the scenes to protect open space—the woods, the meadows, the farms, the shores. But they walk the trails and I like to think that when they do nature reverberates in their bones. And it feels good. We like being a part of that.



*40th
anniversary
remarks of
Mark H.
Robinson,
Executive
Director of The
Compact
since 1986*

Link to [audio](#) of
these remarks

The People of the First Light have protected open space here for more than 10,000 years.

FOUR INDIGENOUS-LED LAND TRUSTS ARE VOTING MEMBERS OF THE COMPACT:



Elliott G Carr

SEPTEMBER 24, 1938 - APRIL 24, 2026



“We want the land trusts to buy dirt.”

President, 1982 to 2005





FOUNDERS OF LOCAL
LAND TRUSTS THAT HAVE
SERVED ON THEIR
BOARDS FOR MORE
THAN 30 YEARS

Steve and Sally
Ballentine, Bourne
since 1980

Rich Johnston,
Dennis since 1988



John Nye Cullity,
Sandwich since
1985

Peter Soule and
Roger O'Day,
Brewster since 1983



**Welcome Robb Johnson (former ED) and
Katy Coburn (current ED) and
Kathy Orlando, Chr. of Partners Committee
of Mass. Land Trust Coalition**



Compact staff:

Mark Robinson, Executive
Director since 1986

Kat Garofoli, Land
Protection Specialist
since 2024

Ellie, staff dog since 2016



*Thank you Brewster
Conservation Trust for
hosting our office since 2015!*



***Thank you
Kat for
organizing
our 40th
Annual
Meeting!***



1986 – Six Lower Cape land trusts and Barnstable form The Compact of Cape Cod Conservation Trusts, Inc., the oldest regional network of land trusts in America.

Today, 39 land trusts and watershed groups belong to The Compact.



← Ansel Chaplin (1931-2017) of Truro was the founding President of The Compact and served for the first 15 years.

"If it's money that talks to preserve open space on Cape Cod, then we will find the money," he said in 1987.

1982	Land Trust Alliance (US)
1986	The Compact of Cape Cod Conservation Trusts, Inc.
1990	Massachusetts Land Trust Coalition
1990	Bay Area Open Space Council (CA)
1991	Maine Land Trust Program
1991	Colorado Coalition of Land Trusts
1994	Gathering Waters WI
1994	South Carolina Land Trust Network
1995	PA LT Assoc.
1997	Green Umbrella Regional Sustainability Alliance (OH)
1999	RI LT Council
2002	Alliance of Florida Land Trusts
2003	Texas Land Trust Council
2004	Heart of the Lakes (MI)
2004	Blue Ridge Forever (NC)
2004	Indiana Land Trust Alliance
2004	Sierra Cascade Land Trust Council (CA)
2005	Montana Association of Land Trusts
2005	Prairie State Preservation Coalition (IL)
2006	CT Land Conservation Council
2006	Kentucky Land Trusts Coalition
2008	Idaho Coalition of Land Trusts
2008	Tennessee Land Trust Network
2009	Washington Assoc. of Land Trusts
2011	Coalition of Oregon Land Trusts
2011	New Hampshire Land Trust Coalition
2012	Southern Maine Cosnervation Collaborative
2019	Forever Maryland
2019	Gulf Partnership

THANK YOU TO OUR SPONSORS:

BILEZIKIAN FAMILY FOUNDATION

CAPE COD FIVE BANK CHARITABLE FOUNDATION

BEECH TREE TRUST

ISLAND FOUNDATION

GORDON AND MAJORIE OSBORNE FOUNDATION

CAPE COD FOUNDATION

and PERSONAL FRIENDS OF THE COMPACT!



Treasurer's Report, 2025 Henry Lind, Eastham

	<u>Total</u>
Revenue and Support:	
Contributions	\$ 679,562
Grants	57,500
Interest	43,394
Memberships	32,500
Member services	482,649
Consulting services	15,103
Net assets released from restrictions	-
Total Revenue and Support	<u>1,310,708</u>
Expenses:	
Program services	682,728
General and administrative	26,633
Fundraising	-
Total Expenses	<u>709,361</u>
Change in Net Assets	601,347
Net Assets as of Beginning of Year	<u>1,931,820</u>
Net Assets as of End of Year	<u>\$ 2,533,167</u>

Cape Cod Land Fund	\$ 1,683,520
Professional Development Fund	4,175
Chatham Conservation Trust Defense Fund	12,356
Oreanda Wildlife Trust Defense Fund	13,611
Falmouth 300 Committee Defense Fund	14,007
Orleans Conservation Trust Defense Fund	16,621
Barnstable Land Trust Defense Fund	15,582
Harwich Conservation Trust Defense Fund	15,032
Truro Conservation Trust Defense Fund	14,695
Brewster Conservation Trust Defense Fund	<u>15,385</u>

Total Net Assets Restricted as to Time or Purpose: \$ 1,804,984

*The Treasurer's report, tax
returns and financial
summary were approved
unanimously*



2026 -NEW VOTING MEMBERS OF COMPACT:



WILDLANDS TRUST (Plymouth) – Vote to move from Associate Member to Voting Member, effective immediately

*Two new Voting Members
of The Compact were
approved unanimously,
bring total members to 39*



**CAPE COD MUSEUM OF NATURAL HISTORY (Brewster)
– Vote to accept as Voting Member, effective immediately**





**2026 Nominating
Committee report:
Colin Leonard**

Officers nominated through Annual Meeting 2027:

President: Margo Fenn, Harwich

Treasurer: Henry Lind, Eastham

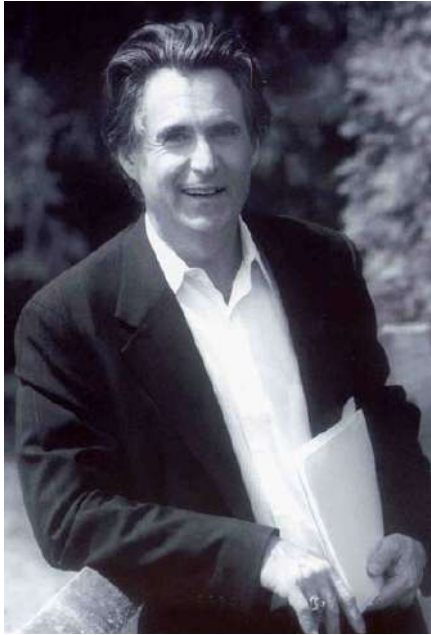
First VP: Colin Leonard, Harwich

Second VP: Jaci Barton, Cotuit

Second VP: Michelle Motley, Marstons Mills

Clerk: Amy Henderson, Brewster

*The Nominations
Committee's
recommendations
for officers was
approved
unanimously*

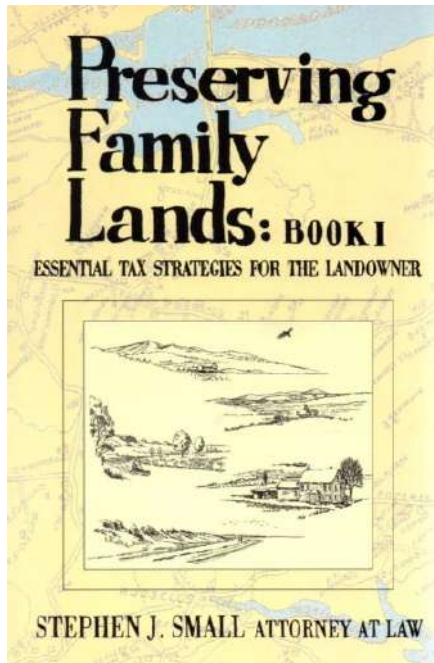


STEPHEN J. SMALL, ESQ. Wagner Law Group, Boston

Steve attended an early organizing workshop of The Compact's member land trusts in 1986. He returned today, after 40 years, to comment on the organization's success.

"I do remember that meeting in 1986, thinking, I grew up in Massachusetts, these people from these towns and villages around the Cape. They're not going to give this power to somebody else. And I was wrong. They did. And you can all be very thankful that they did.

The work that the Compact has done and that Mark has done is incredible. And I can tell you, because I'm fortunate enough to have national experience, The Compact and what it's accomplished, its record is known around the country and held in very high regard. One of the things that I like about Mark, I work with a lot of people from a lot of land trusts, he gets it. If there's a problem out there to solve that involves how do we protect this family's land or how do we protect this island or how do we bring these people in, Mark's got an answer for it. And as you can see by the turnout tonight, it seems to be most of the time it's the right answer."



Click on [audio](#) for Steve's full speech

Presentation of the
2026 Mark Robinson Award
for Excellence in Open Space
Protection

Tasia's [audio](#)
remarks here



TASIA BLOUGH
of Brewster



A man wearing a grey jacket, dark pants, a black beanie, and green rubber boots stands on a sandy beach. He is looking off to the side. The ocean and a distant shoreline are visible in the background under an overcast sky.

Presentation of the
2026 Ansel B. Chaplin Award
for Excellence in Open Space
Protection

MON COCHRAN III
of Orleans

Mon's [audio](#)
remarks here





The Compact honored Mon Cochran of Orleans and Tasia Blough of Brewster for their work in creating the Sipson Island Trust, raising \$5+ million to buy Sipson Island and restoring the 22 acres including demolition of three houses. The island in Pleasant Bay is now open to the public for the first time.

For the 10-minute video “Reclaiming Sipson Island” by Lower Cape TV, click [here](#)

Dedication ceremony, July 2020 Mon and Mark click here for [audio](#)

The Compact presented Mark Robinson with an original painting of his favorite land-saving project at High Head in North Truro



[Aimee Andersen](#), Falmouth MA artist

I grew up and have lived most of my life on Cape Cod in Massachusetts and my work is heavily influenced by the sandy dunes. My work often reflected my love of nature and landscape through abstracted means to accentuate the effect of light on and around the subjects. I work primarily in oil paints, using bright palettes to create textured that focus on the effects of light on color.

*MEETING IS ADJOURNED.
THANK YOU FOR ATTENDING!*

