



LAND TRUST ALLIANCE

July 10, 2002

Mr. Mark H. Robinson
Executive Director
The Compact of Cape Cod
Conservation Trusts, Inc.
P.O. Box 443
Barnstable MA 02630

Dear Mark:

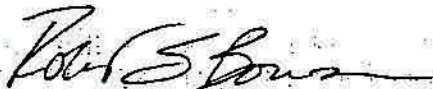
I am writing for the simple purpose of letting you and The Compact know how much we at the Land Trust Alliance value your organization and its work as a national model of sustainable land trust cooperation on a regional basis. Networks of local land trusts like The Compact provide valuable assistance to land trusts and the volunteers who dedicate so much of their time to protecting the land they value. The Compact's growth from 6 to 25 land trusts is a tribute to your ability to win the trust of your members.

At the Land Trust Alliance, we believe that the coming years will see a trend towards more collaboration between land trusts through joint protection planning, mergers and regional support networks. Each region will have to decide for itself what economies of scale and geographic operating area makes sense to create new efficiencies and capacities. We expect that The Compact will continue to serve as a model for these and other issues. You have apparently found a way to harness the energies of collaboration among local trusts, while not threatening their important separate identities and local base.

As I understand it, the genesis of The Compact is a wonderful story to tell: your six land trusts sitting together over coffee in the basement of the Cape's natural history museum in 1986, deciding on their own to cast their lot in with each other, committing parts of their own small treasuries to make this structure work. Having Ansel Chaplin as the long-time President and you as the only Executive Director must certainly have helped bring stability to the fledgling organization.

As someone who has spent a lot of time on the Cape, I know how challenging it must be to work with 15 different towns, each steeped in their own brand of Yankee independence. While tensions among communities may not be unique to the Cape, they do seem to be magnified. To have been able to form and sustain The Compact as an idea rising above these differences is a mark of distinction. All of us at LTA look forward to continuing to work with The Compact in the future. Good luck in your endeavors.

Sincerely,



Robert S. Bowers
Chairman, Board of Directors

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