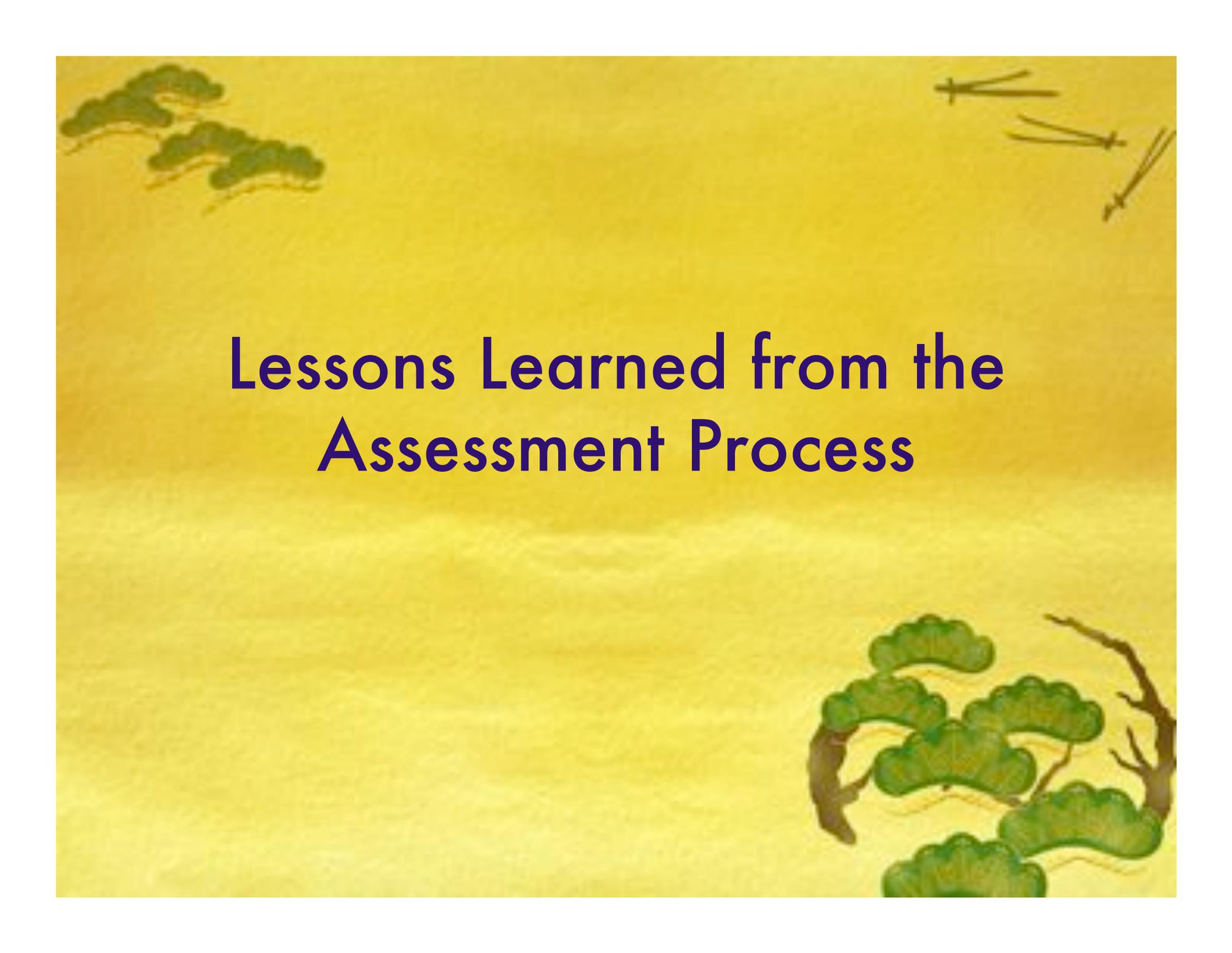


Aldo Leopold

- *We abuse the land because we regard it as a commodity belonging to us. When we see land as a community to which we belong, we may begin to use it with love and respect. (1949)*

The background is a traditional Chinese ink wash painting on a light yellowish-green paper. It features several pine trees with dark green, textured foliage and brown trunks. In the upper right corner, there are three birds in flight, rendered with simple black ink strokes. The overall style is minimalist and elegant.

Lessons Learned from the Assessment Process

We have a little experience under our belts

- After 5 years, we all have a much better understanding of what we are doing at Troy Gardens than we had at the start.
- It therefore makes sense to reflect on what we have learned, and to apply that knowledge to the work we do at Troy Gardens.

We have a shared history

- And each of us has a slightly different version of the history of Troy Gardens.
 - ⊙ Seeing the elephant from a different angle

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LESSON #1
WHAT ARE WE GOOD AT?

FTG is good at:

- Managing and enhancing green spaces,
- Running a farm,
- Having a wonderful community garden,
- Teaching people about nature and food systems,
- Creating great experiences for their users and volunteers

MACLT is good at

- Building buildings and infrastructure,
- Holding land for a real long time,
- Sustainable development practices,
- Doing all sorts of technical legal, financial, and “dealing with government” stuff.

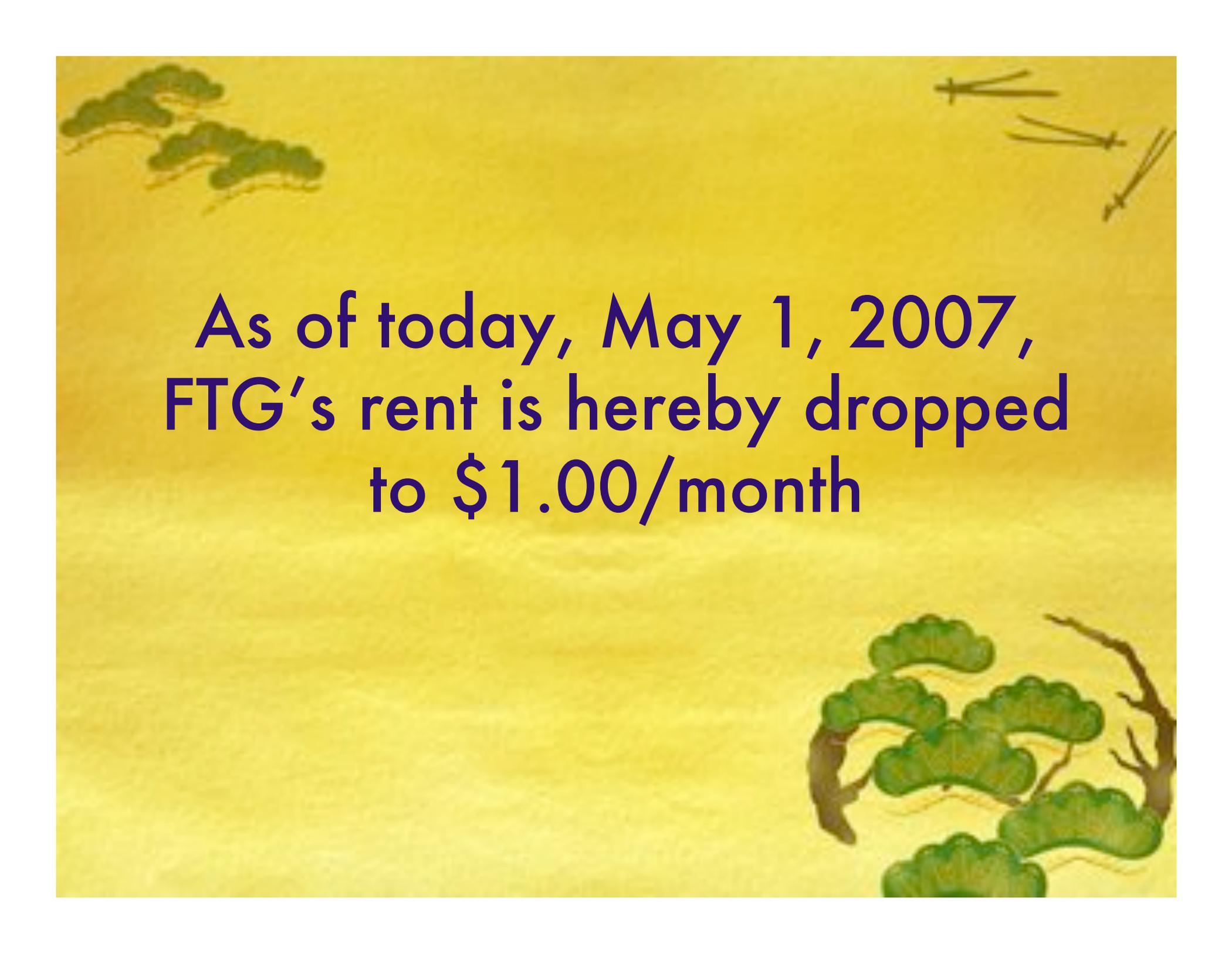
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LESSON #2

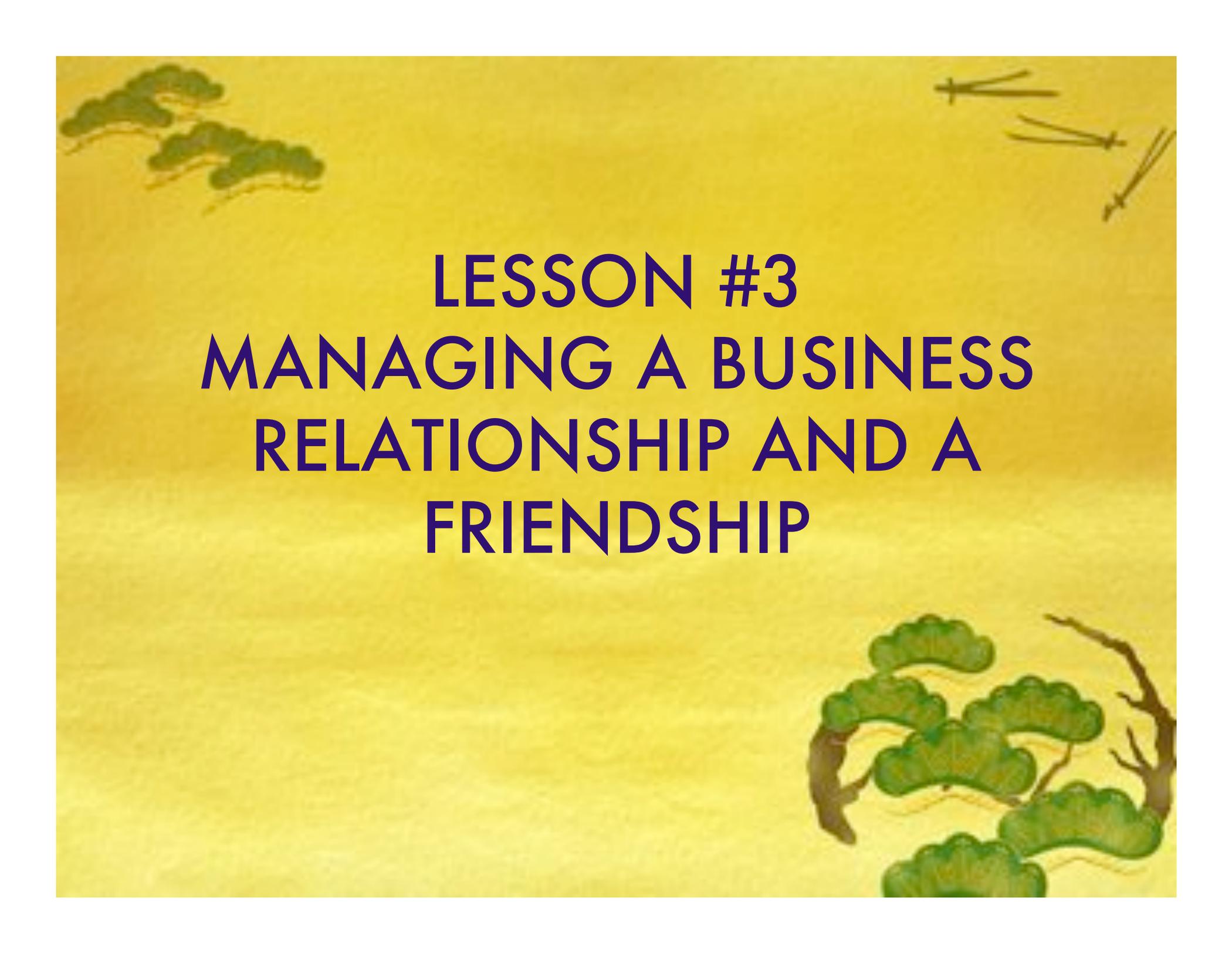
MANAGING THE LAND

Greg's Epiphany

- MACLT is responsible for making sure that the open space areas are managed in a manner consistent with the legal and contractual obligations attached to the land.
- MACLT is getting one hell of a deal in management services for the open spaces at Troy Gardens
 - ⊙ If MACLT managed this land, we would incur substantial costs in either hiring staff or in subcontracting out the work.
 - ⊙ For a vast array of management services, FTG charges MACLT minus \$50 per month in management fees.

The background is a traditional Chinese ink wash painting on a light yellowish-green paper. It features several green pine trees with dark brown trunks and branches. In the upper right corner, there are three dark, thin lines that appear to be a bird in flight. The overall style is minimalist and elegant.

**As of today, May 1, 2007,
FTG's rent is hereby dropped
to \$1.00/month**

The background is a traditional Chinese ink wash painting on a light yellowish-green paper. It features several pine trees with dark green, textured foliage and brown, gnarled trunks. In the upper right corner, there are three birds in flight, rendered with simple black ink strokes. The overall style is minimalist and elegant.

LESSON #3
MANAGING A BUSINESS
RELATIONSHIP AND A
FRIENDSHIP

MACLT's relationship with FTG operates on 2 planes:

- **Business relationship** between land owner and tenant/land manager;
- **Friendship** between two organizations and the people involved with them -- based on our deep affection for Troy Gardens

Doing Business with Family

- We are both part of the Troy Gardens family;
- Doing business with family can be dramatic at times;
- Having a clear structure to our business relationship is essential to keeping harmonious relations within the family.

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**LESSON #4
GETTING CLEAR ON
RIGHTS AND
RESPONSIBILITIES**

Making sure we are all on the same page

- We need to more clearly define the allocation of rights and responsibilities between MACLT and FTG -- so that everyone has a shared understanding of who is responsible for what.
- As land owner, MACLT is responsible for providing a structure for the allocation of rights and responsibilities between the MACLT and FTG.

Being clear means being happy

- The clearer we can be about the business relationship between our two organizations, the happier everyone will be.
- Defining the business relationship means getting very clear about the allocation of rights and responsibilities between the two organizations.

The background of the slide is a traditional Chinese ink wash painting. It features a solid yellow background. In the upper left corner, there are several dark green, stylized pine tree branches. In the upper right corner, there are several thin, dark lines representing a bird in flight. In the lower right corner, there is a larger, more detailed pine tree with dark brown branches and green foliage. The overall style is minimalist and elegant.

MOVING FORWARD

As we move forward

- Let's try to set things up so we each do what we are good at, and
- If there are some gaps, we work together to bridge them
- And most of all, let's learn from our experience, so we can all get better and better at what we do

First – a review of the basics

- Once MACLT purchased the land, all legal and contractual responsibilities tied to the land fell upon the shoulders of MACLT -- and remain there unless specifically delegated to another entity through a lease and/or management agreement.

The 3 Flavors

- In thinking about this bundle of rights and responsibilities for the open spaces at Troy Gardens, we need to be clear about:
 - What MUST be done
 - What MAY be done,
 - What MAY NOT be done

What things **MUST** be done

- Many things are already decided, and are spelled out in a collection of “fixed” documents, including:
 - Conservation easement with UOSF,
 - Utility easement with ATC,
 - PUD
 - CDBG mortgage with City of Madison
 - DNR/Dane County sublease agreement
 - Applicable city, county, state and federal civil and criminal laws

What things *MAY* be done

- Other items are decided within the following spectrum:
 - ⊙ Some things the land owner decides;
 - ⊙ Some things the land owner decides based on input from the tenant;
 - ⊙ Some things are decided jointly between the land owner and tenant;
 - ⊙ Some things the tenant decides with input from land owner;
 - ⊙ Some things the tenant decides.

What things CAN'T be done

- Can't violate the law (sorry -- no marijuana farm)
- Can't build things in violation of conservation easement (sorry -- no mall)
- Etc, etc

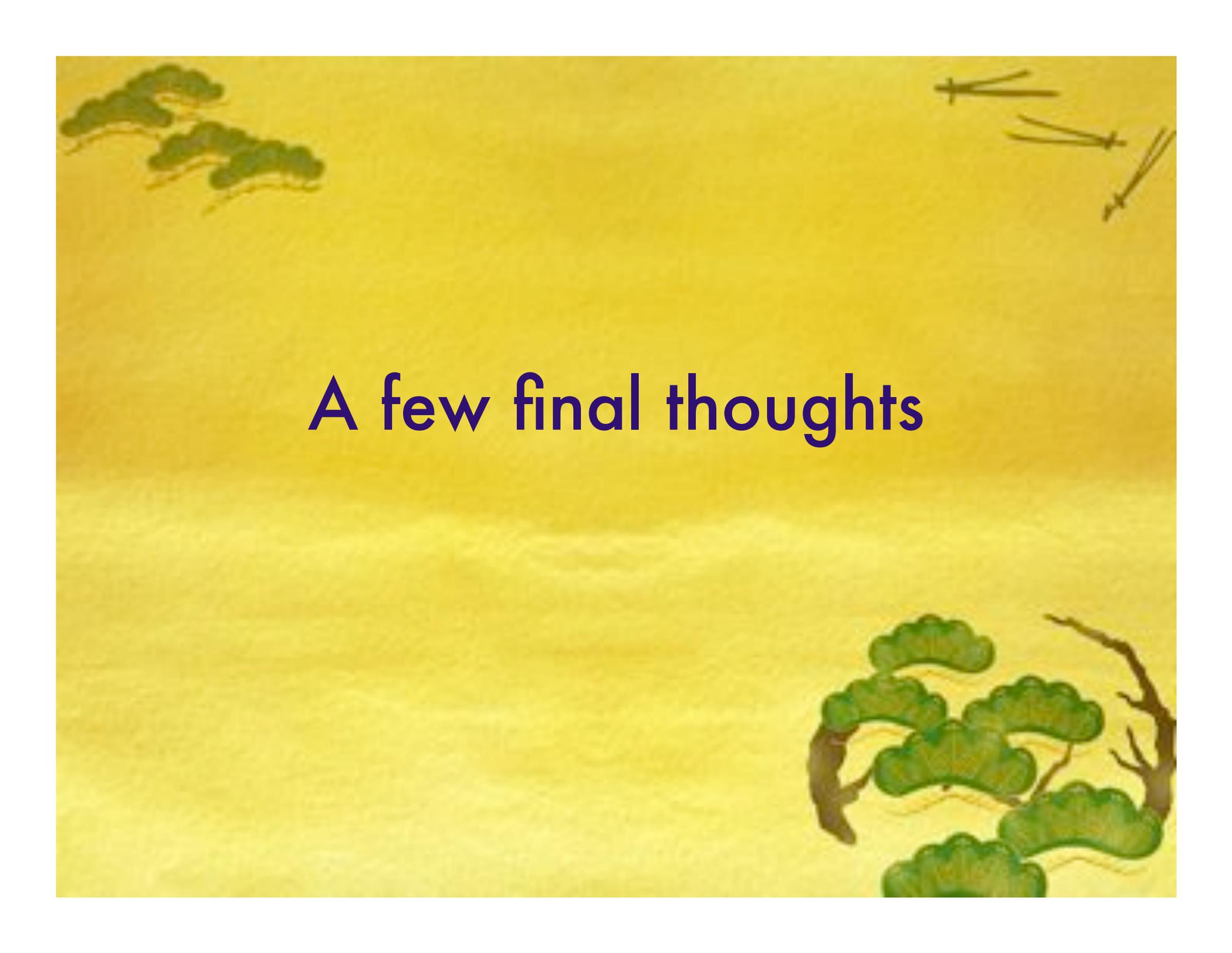
Implications for MACLT

- If the “must do” obligations are not met, bad things can happen:
 - ⊙ We can lose the land;
 - ⊙ We have to pay back money;
 - ⊙ We lose the ability to do future projects, because we don't have a track record of honoring commitments.

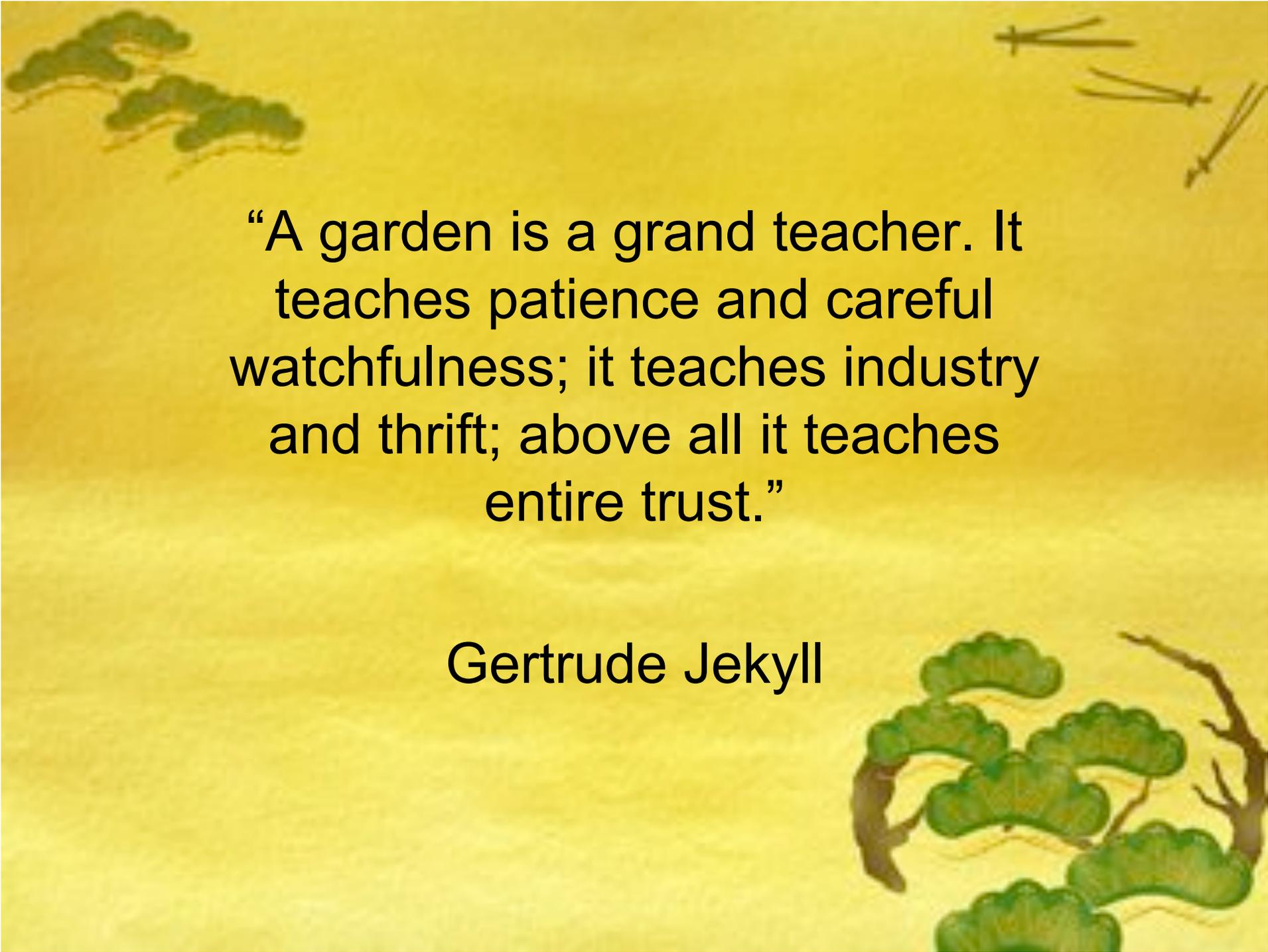
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What happens next?

**We have some details to
work out!**

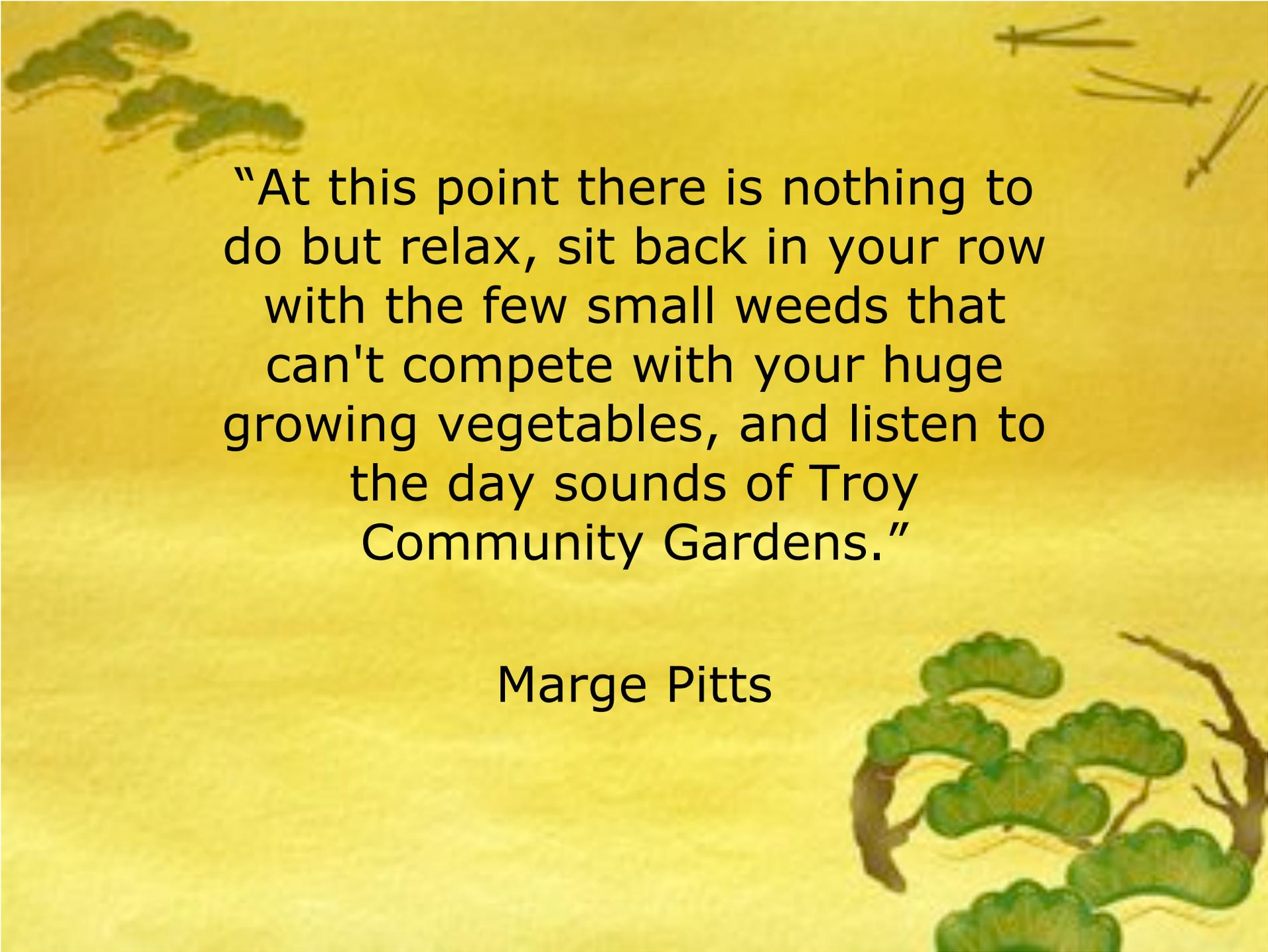
The image features a traditional Chinese ink wash painting on a yellow background. In the upper left corner, there are several dark green, stylized pine trees. In the upper right corner, a bird is depicted in flight with its wings spread. In the lower right corner, there is a larger, more detailed pine tree with a dark brown trunk and green foliage. The central text "A few final thoughts" is written in a bold, dark blue font.

A few final thoughts

The background of the slide is a traditional Chinese ink wash painting of a pine tree. The tree is rendered in shades of green and brown, with a textured, layered appearance. The branches are dark and gnarled, extending from the bottom right towards the top left. The foliage is composed of several rounded, cloud-like shapes, suggesting dense needles. The overall style is minimalist and elegant, characteristic of classical Chinese art. The background is a solid, light yellow color.

“A garden is a grand teacher. It teaches patience and careful watchfulness; it teaches industry and thrift; above all it teaches entire trust.”

Gertrude Jekyll

A traditional Chinese ink wash painting of a pine tree on a yellow background. The painting features a large, dark green pine tree in the upper left corner and a smaller, more detailed pine tree in the lower right corner. The background is a solid yellow color. In the upper right corner, there are several thin, dark lines that appear to be falling leaves or small branches.

“At this point there is nothing to do but relax, sit back in your row with the few small weeds that can't compete with your huge growing vegetables, and listen to the day sounds of Troy Community Gardens.”

Marge Pitts