



February 9, 2023

Johnnie White
CEO and Executive Vice President
American Society of Appraisers
555 Herndon Parkway Ste 125
Herndon, VA 20170-5250

Dear Johnnie:

I am reaching out to thank you for joining the Land Trust Alliance in our effort to halt the abuse of federal tax incentive for conservation easement donations. Thanks to the work of the American Society of Appraisers, the Charitable Conservation Easement Program Integrity Act was signed into law in December. The Integrity Act will halt abusive syndicated conservation easement transactions and protect the integrity of the conservation tax incentive – a critical land conservation tool. It is a huge victory for our community and would not have been possible without our coalition of conservation, appraisal and historic preservation groups.

The strength of our coalition was a key factor in overcoming incredibly well-resourced opposition – we were outspent by more than 10:1. This clearly reflects the power and determination of our community, as well as the importance of joining forces to stand up for conservation.

We are especially thankful to John Russell for coordinating with our team on messaging and outreach and setting up meetings with key members of Congress to address concerns. John's participation during our strategy calls was invaluable as we all worked to find a path forward to success. In addition, I know ASA also worked to educate the appraisal community about the abuse and how to avoid it. The abuse put both of our communities at risk and, by working together, we sent a very strong message to decision makers on the Hill and within the administration.

Even though the Integrity Act is now law, there is much our communities can do together including addressing the need for increasing the pool of qualified easement appraisers. Let's continue to work together to achieve our mutual goals.

Sincerely,

Andrew J. Bowman
President and CEO

cc: John Russell, Senior Director of Government Relations & Business Development