



California Land & Water Conservation Conference

March 22–24, 2027



Rancho Mirage, CA

SPONSORSHIP OPPORTUNITIES

California's land and water are at an inflection point. Drought, wildfire, development pressure, and biodiversity loss are testing the state's landscapes and the communities who depend on them — even as new funding streams, Tribal co-stewardship partnerships, and a deepening bench of land trusts create real momentum for durable protection. In March, that momentum turns into results at the Westin Rancho Mirage in Palm Springs, where the desert comes alive in late March — a stunning backdrop for three days where more than 400 of California's most engaged conservation leaders build the skills, relationships, and policy strategy that turn urgency into protected acres.

Your sponsorship funds that work directly. It supports training for land trust staff and board members, Tribal travel scholarships that ensure Tribal leaders have a seat at the table, and stewardship workshops that translate best practice into on-the-ground results. And it puts your organization in the room with decision-makers you can't reach anywhere else — land trust executives, agency directors, legislators, Tribal leaders, and private landowners — plus year-round visibility across our e-newsletter and social channels.

In 2026, 37 organizations — from national conservation nonprofits to regional land trusts, law firms, and environmental consultancies — sponsored this gathering to reach the room where California's conservation priorities take shape.

This is the moment when partnership matters most. Join us as a sponsor of the 2027 California Land & Water Conservation Conference.

2027 CONFERENCE AT-A-GLANCE

In addition to networking and connection events, the 2027 Conference offers over 50 hours of education and training led by land trust experts and 3 inspiring key-notes. The event concludes with our Annual Social Media Film festival.

Tracks

Administration, Operations & Finance	Strengthening operations and building financial resilience
Fundraising, Communications & Partnerships	Integrating strategy, communications, fundraising, and community partnerships to expand program impact
Land Protection	Policies, tools, and partnerships for land protection
Stewardship, Mitigation & Restoration	Tools, policies, and practices for ongoing management of protected land
Tribal Leadership & Partnerships	Sovereignty, stewardship, and authentic collaboration
Water	Opportunities for access, stewardship, and long-term protection of California waters

Schedule Overview

Monday, March 22 — Arrivals; Westin Rancho Mirage, Palm Springs

- Field Trips (separate registration and fee required)
- General Welcome Reception
- Champion sponsor recognition event (invitation only)

Tuesday, March 23 — Westin Rancho Mirage, Palm Springs

- Opening Session
- Workshops & Peer Circles
- Hosted Evening Reception

Wednesday, March 24 — Westin Rancho Mirage, Palm Springs

- Opening Session
- Workshops
- 4th Annual Social Media Film Festival
- Closing Plenary

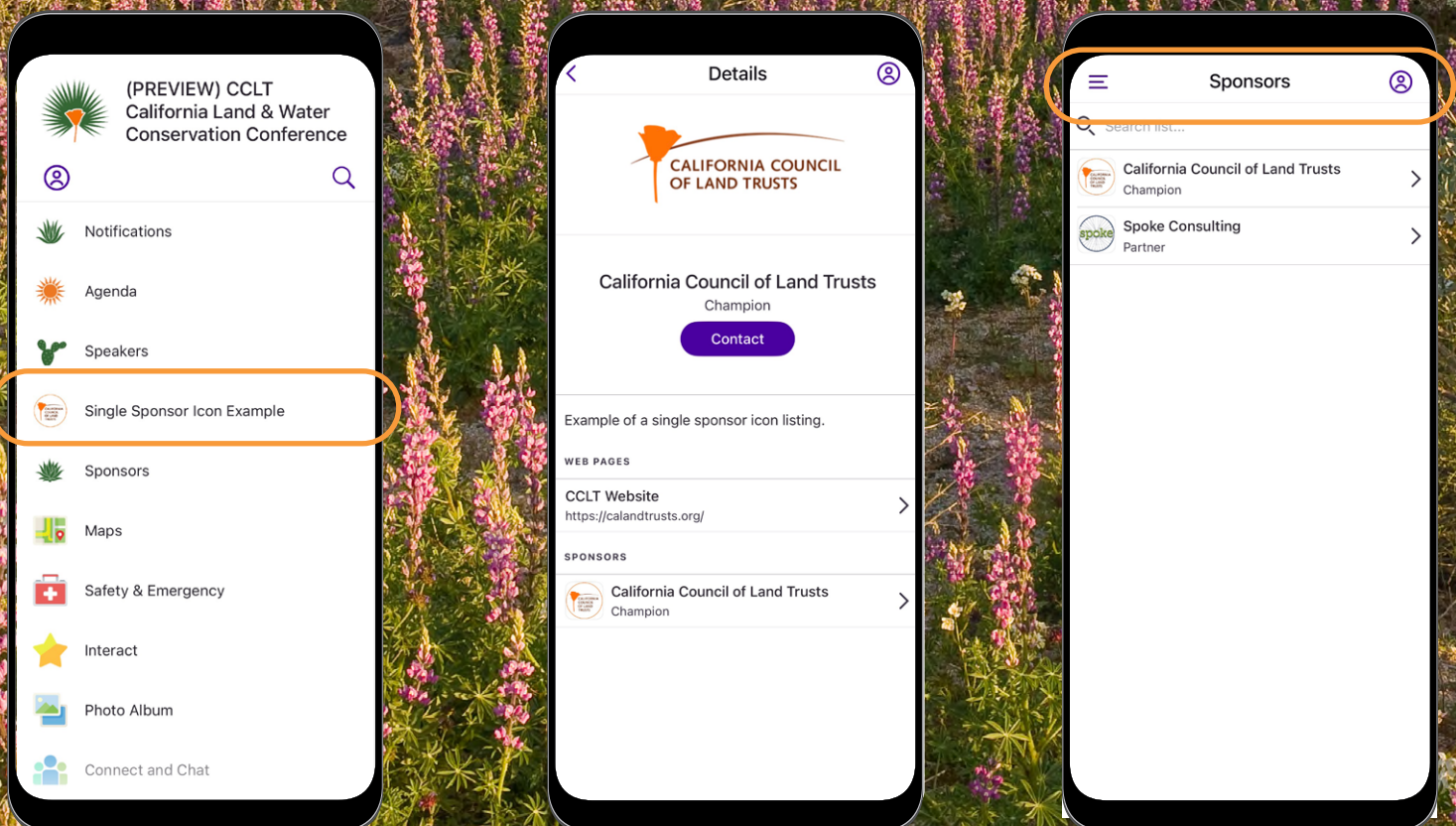


What's new for 2027

We have new updated opportunities to increase the visibility of your organization's sponsorship including opportunities to sponsor networking and breaks across the three days.

CCLT will also be using Guidebook as our event app, which you can download to your mobile device via the Apple App Store or Google Play Store by searching for "CCLT California Council of Land Trusts." Once your sponsorship payment has been processed, you will receive an email invitation to set up your Sponsor Profile on the app with details like your organization's website, informational resources, contact details, social media handles, and more.

You will find additional opportunities to promote your organization through the app incorporated in this year's sponsorship benefits.



SPONSOR BENEFITS

	CHAMPION \$30K+	VISIONARY \$15,000+	BENEFACTOR \$10,000+	GUARDIAN \$7,500+	STEWARD \$5,000+	SUPPORTER \$2,500+	PARTNER \$1,000+
Complementary registration*	6	5	4	3	2	1	1
Complementary drinks at welcome reception	6	5	4	3	3	2	2
Logo recognition on CCLT website for one (1) year							
Logo recognition on select materials (program, slides, mobile app)							
Organization/firm services page in conference app							
Promotional materials in conference tote bag							
On-site exhibit space							
Featured as sponsor in social media spotlight							
Logo recognition on conference tote bag							
Feature in CCLT monthly enews							
Verbal Recognition from Podium at General Session							
Opportunity to sponsor coffee breaks (must be requested by January 30, 2027)							
Speaking opportunity during conference (must be requested by January 30, 2027)							
Opportunity to sponsor networking reception (must be requested by January 30, 2027)							
Champion Sponsor Recognition Event on Monday, March 22							
Featured listing on the mobile app							
Single sponsor icon on the mobile app's navigation							

*Does not include lodging fees

AUDIENCE

The California Land & Water Conference draws **more than 400** highly-engaged conservation professionals from across the state for more than **45** hours of workshops and lectures. Below are metrics for comms channels where your sponsorship may be promoted.

Email

2,700

ENews Subscribers

51%

Average Open Rate

15%

Click-to-Open Rate

Social Media

5,000

Follows Across Social
Media Platforms

12,300

Average Monthly
Impressions

500

Average Monthly
Engagements





Yes, we want to maximize our visibility with California's Land & Water Conservation community!

SPONSORSHIP SIGN UP

Please sign up as a sponsor of the 2027 California Land & Water Conservation Conference to ensure your organization's visibility in the conference printed materials.*

Complete the form below or send the information in the fields below to conference@calandtrusts.org.

NAME OF ORGANIZATION

CONTACT NAME

ADDRESS

PHONE

EMAIL

WEBSITE

Yes, we would like to participate as sponsors of the 2026 Land & Water Conservation Conference.

PLEASE CHECK A LEVEL OF SUPPORT:

CHAMPION
\$30,000+

VISIONARY
\$15,000+

BENEFACTOR
\$10,000+

GUARDIAN
\$7,500+

STEWARD
\$5,000+

SUPPORTER
\$2,500+

PARTNER
\$1,000+

PAYMENT OPTIONS:

Check: Payable to California Council of Land Trusts

Online: visit www.calandtrusts.org/sponsor

Invoice: Please send me an invoice

Please return this completed form to:
conference@calandtrusts.org

OR

Mail completed form with check to:
California Council of Land Trusts
1017 L St. #664, Sacramento, CA 95814-3805
Federal ID number: 01-0826246

CCLT is a 501(c)3
public benefit
corporation.

*Notify CCLT of sponsorship no later than Friday, January 29 to ensure recognition on all conference materials.