

Index

- active choice, 222
- additionality, 55, 209
- adverse selection, 54, 208
- American Farmland Trust, 193
- American Rivers, 87
- Amish, 54, 210
- analytic hierarchy process, 119
- Army Compatible Use Program, 44
- aspirational goals, 68
- asymmetric information, 53
- attribute tree, 149
- Auction for Landscape Recovery, 192
- Audubon Society, 78

- Baltimore County Agricultural Land Preservation Program, 134, 169
- Baltimore County Department of Environmental Protection and Resource Management, 119
- Baltimore County, Maryland, 168
- barriers to adoption of cost-effective conservation
 - access to optimization software, 50
 - cost effectiveness, 49
 - ease of administration, 49
 - fairness, 49
 - training, 50
 - transparency, 49
- behavioral economics, 36, 201, 213
- behavioral nudges. *See* nudges
- benefit criteria, 40, 43
- Benefit Targeting, 20, 24, 30, 38, 43, 166, 196, 234
- Benefit-Cost Targeting, 50, 167, 212, 235
- best buy projects, 165
- Big Cypress National Preserve, 52
- Binary Linear Programming, 19, 165, 171, 196
- Birmingham Township, Pennsylvania, 62
- Blackwater National Wildlife Refuge, 89
- Boolean answer, 136

- bounded rationality, 36
- budget remainders, 172
- budget sponges, 52, 165, 166
- Burns, Ken, 26
- Bush Tender, 192
- buying auctions. *See* reverse auctions

- Canadian Institute of Planners, 100
- Catchment Care Australia, 192
- Catoctin Mountain Park, 19
- CBEAR. *See* Center for Behavioral and Experimental Agri-Environmental Research
- Cecil County, Maryland, 96
- Center for Behavioral and Experimental Agri-Environmental Research, 12, 214
- Center for Experimental and Applied Economics, 201
- Center for Neighborhood Technology, 87
- Chicago Wilderness, 78, 96
- Climate Change Convention, 8
- clustering conservation, 56
- compensatory mitigation projects, 81
- competitive tenders. *See* reverse auctions
- Conservation International, 32
- conservation plan, 72
- Conservation Reserve Program, 28, 39, 55, 58, 168, 189, 221
- core principles of strategic conservation, 33
- Cost Effectiveness Analysis, 50, 167, 235
- costs of conservation, 64
- Council on Sustainable Development, 70

- Delaware Agricultural Lands Preservation Foundation, 42, 192
- Delaware Department of Agriculture, 197
- Denver Museum of Nature and Science, 10
- Department of Defense, 32, 181
- descriptive norms, 219
- development threat, 55, 66

- discriminatory price auction, 194, 203
 Dujmović, Jozo, 136
- Earth Summit, 8
 Endangered Species Act, 1, 80
 Environmental Benefits Index, 39, 189, 221
 Environmental Protection Agency, 1
 Environmental Quality Incentives Program, 168
 Everglades National Park, 52
 excess profits, 189, 190, 204
 experimental economics, 201
 control, 201
 replicability, 201, 202
 wind tunnel, 202
- Forest Legacy Program, 32, 185
 Fort Bragg, North Carolina, 182
 Frontline Systems, 167
 Fund for Women, 178
 fuzzy logic, 133, 135
- gain and loss framing, 217
 geographic information system, 71, 101
 Goal Programming, 171, 181
 goal-setting, 69
 Goldilocks Problem, 205
 gray infrastructure, 70, 80, 87, 122
 Great Outdoors Colorado, 10
 Greater Baltimore Wilderness Coalition, 76, 87, 88, 141
 green infrastructure, 70, 76, 87
 green infrastructure network, 73, 79
 GreenPrint program, 19
- Hackett, Kate, 57
 habitat conservation plan, 148
 hard computing, 133
 hierarchical tree, 138
 Hirsch, Robert, 170
 Houston-Galveston region, 96
 Hybrid Linear Programming, 176, 243
 hyperbolic discounting, 36
- Indiana bat, 147
 interval data, 111
- King County, Washington, 62
 Kyoto Protocol, 8
- Lancaster County, 53
 Land and Water Conservation Fund, 31
 Land Evaluation and Site Assessment, 43
 Land Suitability Analysis, 99
 Land Use Conflict Identification Strategy, 104
 linear programming, 164
 Lippincott, Wallace, 170
 Logic Scoring of Preference, 37, 102, 135, 136, 273
 attribute trees, 138
 attributes, 138
 breakpoints, 141, 150
 conjunctive, 155
 conjunctive partial absorption relationship, 156
 disjunctive, 155
 least suitable, 141
 logic neutrality, 141, 145, 155
 logical relationships, 138
 most suitable, 141
 numerical scale, 138
 relative weights, 145
 rewards, 145
 simultaneity, 145, 155
 simultaneity aggregators, 155
 substitutability, 145, 155
 suitability values, 150
 weights, 145
 loss aversion, 217
 LTA National Land Trust Rally, 12
- Manning, Warren, 101
 market competition, 188
 Maryland Department of Natural Resources, 18
 Maryland State Highway Administration, 166
 mathematical programming, 163, 164
 activities, 164
 decision variables, 164
 objective, 164
 objective function coefficient, 164
 McGrath, Mike, 197
 measurable objectives, 68
 Meyers, Erik, 88
 Mid-America Regional Council, 129, 134
 Minnesota's Agricultural Water Quality Certification Program, 220

328 INDEX

- Missouri Department of Conservation, 104, 134
Moneyball, 5
 multicriteria decision analysis, 101, 132
 multiple-objective linear programming. *See* Goal Programming
- Nashville Open Space Plan, 86
 National Conservation Training Center, 12, 18
 National Environmental Policy Act, 166
 national monuments, 26
 National Park Service, 2, 26, 27, 52, 67
 Project Selection (2012), 27–28
 National Public Radio, 222
 Natural Resources Conservation Service, 43, 84
 network, 70
 NiSource, 80, 148
 nominal data, 109
 noncontiguous land preservation, 57
 normalized scores, 175
 nudge squads, 213
 nudges, 188, 212
 defaults, 220
 framing, 215
 identifiable victim, 215
 informational nudges, 215
 messenger, 215
 opt-in, 220
 opt-out, 221
- Olmsted, Frederick Law, 39, 63
 benefit criteria for settlement, 40
 opportunity costs, 190, 204
 Optimization Decision Support Tool, 167, 233, 244
 ordinal data, 109
 ownership returns, 190
- Pangaea Conservancy, 233
 Paris Accord, 8
 Power of Public Information, 205
 procurement auctions. *See* reverse auctions
 provision point mechanism, 223
 Purchase of Development Rights, 62
- Quantifying Conservation Benefits, 99
- Rank-Based Models. *See* Benefit Targeting
 Rare (conservation organization), 218
 ratio data, 109
 Readiness and Environmental Protection
 Integration, 32, 182
 red cockaded woodpeckers, 182
 rents. *See* excess profits
 reverse auctions, 54, 190, 193, 201
 Benefit-Cost Targeting, 212
 budget size, 208
 budget variability, 208
 dynamics, 211
 uniform-price auctions, 206
- salt marsh habitats, 175
 Sarasota, Florida, 62
 scaling benefits, 63
 Scotland Challenge Fund, 192
 sea level rise, 176
 Shafer, John, 81
 Sloping Land Conversion Program, 29
 Social and Behavioral Science Team, 213
 soft computing, 133, 135
 Solver, 166
 spatial synergies, 56
 Springer, Chris, 124
 strategic conservation, defined, 2, 33
 suitability analysis, 132
 sulfur dioxide auction, 199
- Telluride, Colorado, 200
 Thaler, Richard, 213
 The Nature Conservancy, 27, 32
 Earth's Last Great Places, 27
 Transco pipeline, 123
 Transfer of Development Rights programs, 61
 Trust for Public Land, 32
- US Department of Agriculture, 2
 US Fish and Wildlife Service, 80, 183
 United Nations Educational, Scientific, and Cultural Organization's (UNESCO), 26
 University of Florida's GeoPlan Center, 18
 Upper Neuse Clean Water Initiative, 69, 85, 111
 Upper Neuse Watershed Protection Model, 134
 USDA Economic Research Service, 214

- value of ecosystem services, 94
- Weber, Ted, 75
- weighted-sum model, 103, 133, 145
- Wetland Reserve Program, 61
- wicked problems, 1
- wilderness areas, 26
- wildlife corridors, 73
- Williams 122, 124. *See* Transco pipeline
- Williams Atlantic Sunrise Environmental Stewardship, 134
- Wine Advocate ratings, 23
- wine problem, 23–26, 44
- working landscapes, 84
- World Wildlife Fund, 32
- Zwick, Paul, 104