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*Acquiring land -
when you have no money!*

Brook McDonald

President/CEO

Acquiring land when you have no money

Presentation

- Dan Lobbes, Director of Land Protection
- IPRA conference- agency people
- Promote partnering with land trusts
- 4 case studies how land trusts can help agencies preserve land
- They have little or no \$
- Combination of tools



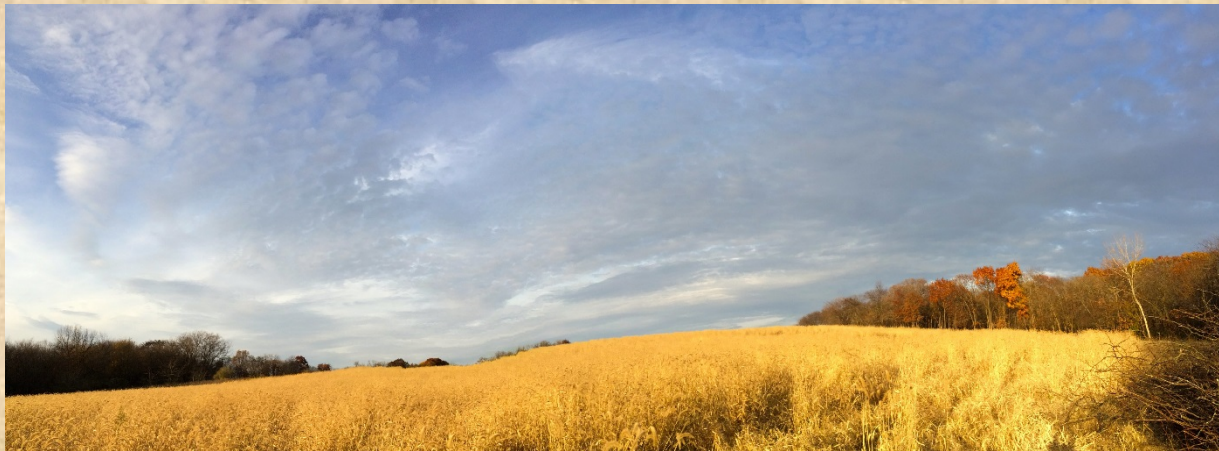
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Don't go it alone.

- Public agencies as partners
- Private individuals and funding organizations
- Combinations of all of the above



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Case Study: Fox River Bluffs FP

- Owned by development investment group
- Conservation buyer
- County forest preserve
- Grant funding
- 166 acres
- TCF (no \$)





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Use as little money as possible

- Part sale, part donation- **Bargain Sale**
- Tax benefits for seller
- Legacy considerations- naming rights?
- Someone usually needs a little money.
 - Donations from community
 - Grants, referenda, etc.

EXCEPT...

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Case Study: Jay Woods FP



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Get others to give the money

- From the community
 - Fundraising campaign
 - Referendum
- From outside the community
 - Grant opportunities
 - Government sources
 - Private sources



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Case Study: FVPD Referendum

- Initial plan for 2008 referendum- \$65 M
- \$44.8 million for local parks, trails and public facilities, acquire new land for additional recreation space, preserve Fox River shoreline areas and create additional venues for athletic fields
- Voter reaction: **Won by a 2-1 margin**

Fox Valley Park District
where fun begins



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Case Study: Fox Valley Park District

- Open Space, Parks and Recreation Plan:
 - 112 acres of land and riverfront space
 - Nearly 10 miles of new multi-use trails
 - Upgrade all 49 of the District's ball fields
 - \$4.1 million in additional capital grants



Lakeside trail, playground and scenic overlook at Spring Lake Park



'Trail Gap' bridge connects Fox River Trail at South River Street Park



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Land Trust Involvement

- Land trusts can/should lobby for referenda
- Land trusts can organize and manage campaigns to pass local referenda
- Land trusts should help pass referenda to get \$ to local agencies to preserve land-
forwards mission of land trusts
- \$1.3 billion in NE IL- ~25,000 acres



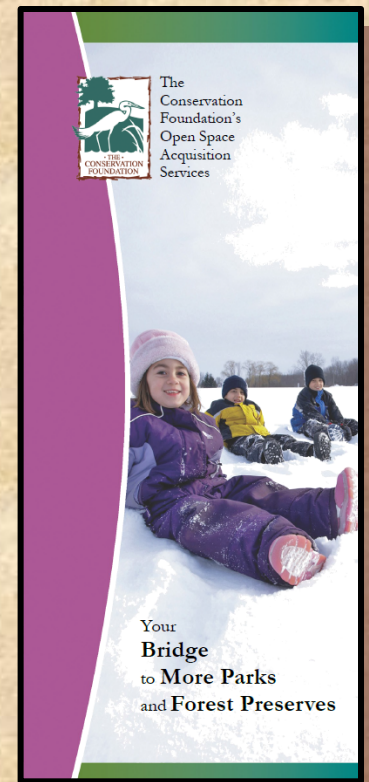
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Agency: no funds right now?

- Landowner ready to sell
- Public agency needs time
 - Build the budget
 - Apply for grants
- Land trusts can help
 - Buy property
 - Hold onto it
 - Transfer to public agency when ready



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Buy and Hold transactions

- Partnership with land trust & agency
 - Have the capability (bank agreement)
 - Have the capacity (access to capital)
 - Can move quickly (agencies slow)
- Process
 - Due diligence
 - Transaction structure
 - Fees- make \$

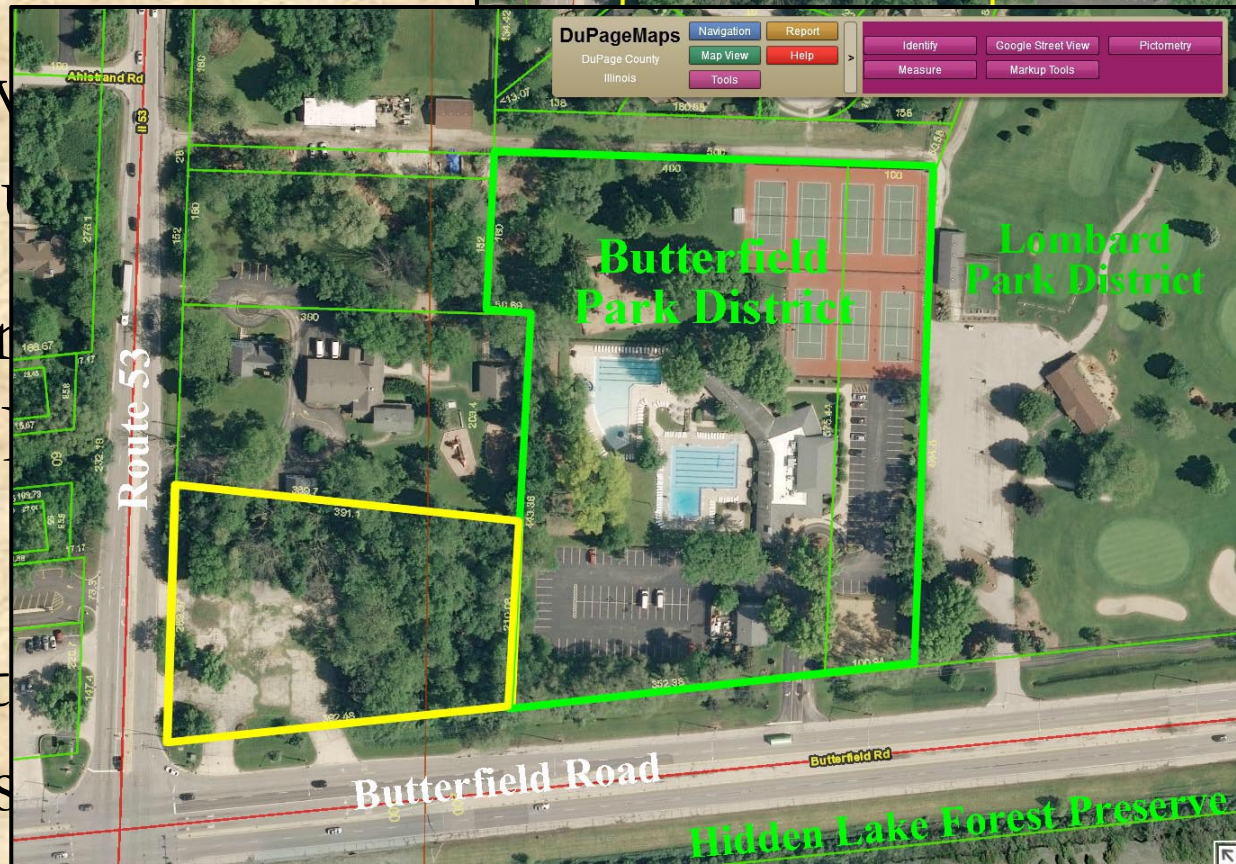


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Case Study: Butterfield Park District

- The problem: heavily-used, landlocked park
- Good new property
- The bad
- make Du
- station
- The solution
- The Cons



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Butterfield Park District

- Window of opportunity- 45 days!
- Quick process
- Purchase: Step 1
- Referendum campaign: Step 2
- Voters speak!
- Sell to BPD: Step 3



THE
CONSERVATION
FOUNDATION

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Conservation Land Trusts

- Think beyond just raising money and buying land
- Try to use other people's money and not yours
- Partner with local agencies and help them, which helps your organization
- Use combinations of tools and power of leverage
- Buy time with options, installment contracts, etc.
- Don't be afraid of lobbying and organizing referenda campaigns



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