



GO TEAM!

Public and Private Partnerships for
Open Space Acquisitions

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by

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Conservation Trusts, Inc.

Why get a partner? It just complicates things!

Answer:

1. They have something you don't
2. They have something you need
3. Such as: \$\$\$\$ or expertise or clout or backup
4. Create a track record
5. Satisfaction of success shared

What comes first?

The Project or the Partner?

Usually, the project, but not always

*Example: 1997 MV Conservation
Partnership*

TTOR, TNC, SMF, VCS, MVLB

FIRST PRINCIPLES

How to pick a partner:

1. Understand niches and needs
2. Identify interests (functional, geographic)
3. Don't waste time: round pegs, square holes
4. Examples on Cape Cod:
 - TTOR, MAS: adding to existing holdings or large new areas
 - TNC: only prime rare species habitats
 - DFG: hunting and fishing access

\$\$\$\$

Land is ever more expensive

Each pot is limited:

(Land Bank gone, CPA split)

Fundraising in down economy likely to be tougher

Partners enable you to reach higher and more often



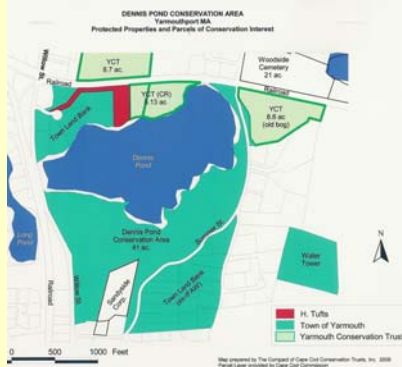
Dennis Pond Deal, 2006-2007

2.76 acres

Seller needs cash by end of June 2007

\$500,000 price

State can't commit grant until Nov. 2007



DENNIS POND THROUGH THE SEASONS, YARMOUTH, MASS., 2006



DENNIS POND DEAL, 2006-2007

Typically, we would have simply had the Town buy the lot from the Seller



Dennis Pond Deal, 2006-2007

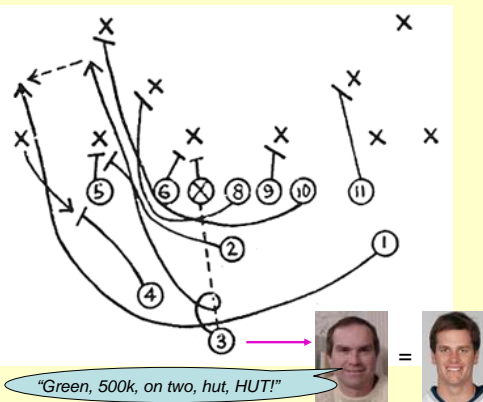
- *Why make it more complicated?*
- Politically, more palatable to bring outside funds to the table
- BUT,
- State's awkward closing window:
 - > grant is awarded and \$ contract signed
 - < end of state fiscal year

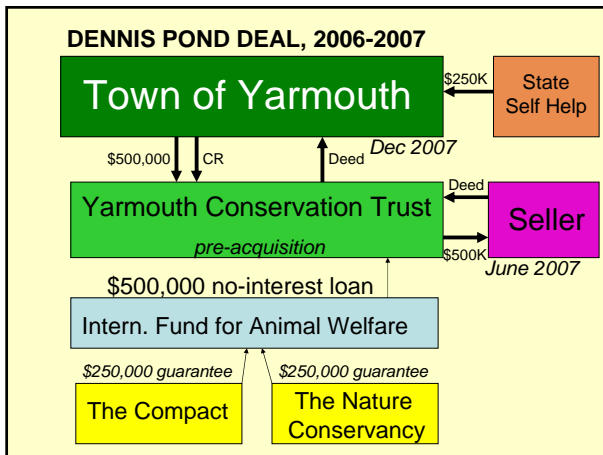
Dennis Pond Deal, 2006-2007

PARTNERS:


- Public:
 - Town of Yarmouth (OSC, CPC, ConCom)
 - State Self Help Program
- Private:
 - The Nature Conservancy
 - International Fund for Animal Welfare
 - The Compact of Cape Cod Conservation Trusts
 - Yarmouth Conservation Trust
- *Each had a different reason to be involved*

DENNIS POND DEAL, 2006-2007









SANDYSIDE CONSERVATION AREA
TOWN of YARMOUTH



A cooperative conservation project by
Town of Yarmouth Land Bank &
Community Preservation Fund
Massachusetts Self-Help Program
Yarmouth Conservation Trust
The Nature Conservancy
International Fund for Animal Welfare

?



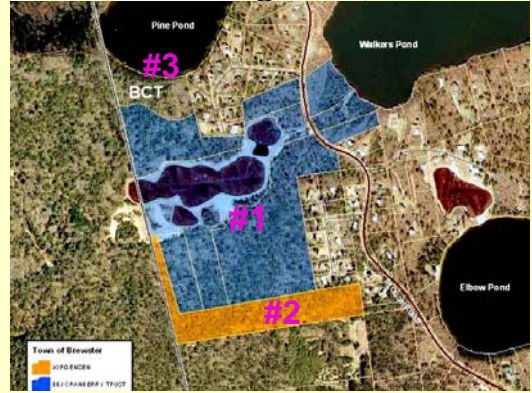
- Mother's Bog Deal, 2005-7**
- PARTNERS:**
- Public:
 - Town of Brewster (OSC, CPC, ConCom)
 - State Drinking Water Protection Program
 - State Conservation Partnership Program
 - Dennis Water District
 - Private:
 - The Compact of Cape Cod Conservation Trusts
 - Brewster Conservation Trust

Mother's Bog Deal, 2005-7

ISSUES:

- Too expensive for Town of Brewster (\$4.25m)
- All the land is in Brewster but wells are in Dennis; no wells in Brewster affected
- BCT buying landlocked parcel; needs access
- BCT must delay closing to qualify for state grant

Mother's Bog Deal, 2005-7



Mother's Bog Deal, 2005-7

ISSUE:

- Too expensive for Town of Brewster (\$4.25m)

OPPORTUNITIES & SOLUTIONS

1. Bring in funding partners: DWD, State
2. Break the project into two chunks, time-wise (two separate closings)

Benefits:

- Sellers willing (spread out capital gains)
- Two shots at state water grants
- Less borrowing needed by Town, Water District

Timing:

2005: Negotiations

2006: Grant applications; legislative approvals; first closings

2007: grant applications, second closings

Mother's Bog Deal, 2005-7



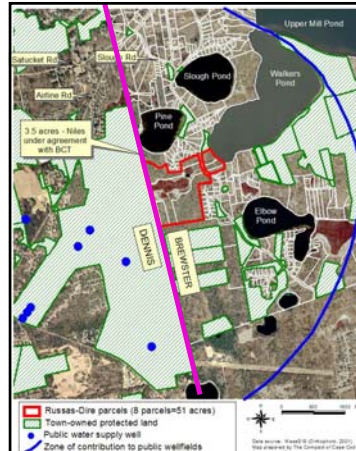
Mother's Bog Deal, 2005-7

ISSUES:

- All the land is in Brewster but wells are in Dennis; no wells in Brewster affected

OPPORTUNITIES & SOLUTIONS

- Interest DWD in protecting Zone II in Brewster (unprecedented)
- DWD buy a CR to protect wells: cost-effective (paid less than \$16,000 per acre for its \$1m subsidy)
- Discontinue commercial bog operation: crucial



Mother's Bog Deal, 2005-7

Zone II for Dennis' wells is mostly in Brewster



Mother's Bog Deal, 2005-7

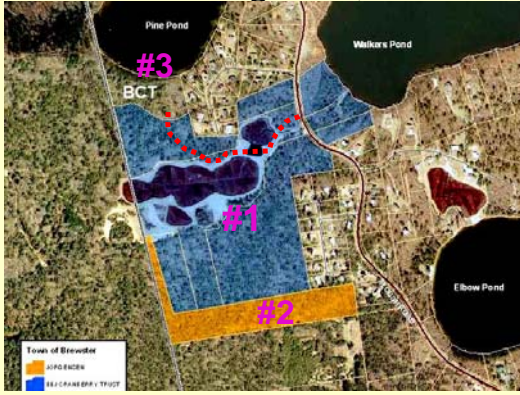
ISSUE:

- BCT buying landlocked parcel; needs access

OPPORTUNITIES & SOLUTIONS

- BCT acquires ROW over Town-owned Mother's Bog to Slough Road in exchange for CR
- See next slide for map

Mother's Bog Deal, 2005-7



Mother's Bog Deal, 2005-7

ISSUE:

- BCT must delay closing to qualify for state grant

OPPORTUNITIES & SOLUTIONS

- The Compact will pre-acquire the parcel from Seller and sit on the deed until state grant comes through
- State's awkward closing window:
 - > grant is awarded and \$ contract signed
 - < end of state fiscal year

Mother's Bog Deal, 2005-7

2006

Seller #1: 25 acres
 \$1,825,000 from Town
 Seller #2: 9 acres
\$600,000 from Town
 \$500,000 to Town from
 DWD for CR on 25 acres
 \$500,000 to Town from
 State DEP

Seller #3: 9 acres

\$80,000 from BCT
 \$35,000 to BCT from State

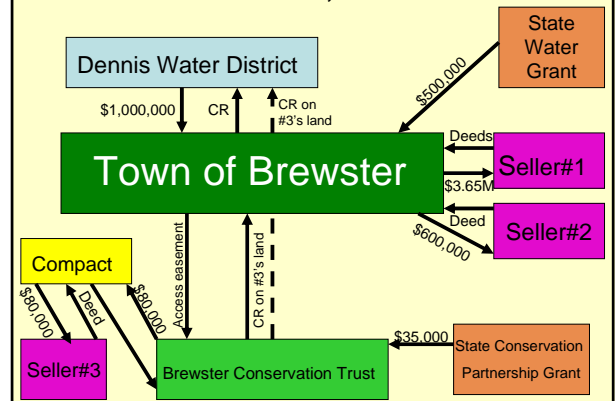
2007

Seller #1: 26 acres
 \$1,825,000 from Town
 \$500,000 to Town from
 DWD for CR on 26 acres

BCT gives CR to Town
 and DWD on 9 acres

Town gives access
 ROW to BCT over
 Mother's Bog land

MOTHER'S BOG DEAL, 2005-2007



KEYS TO SUCCESS

- PATIENCE
- PERSISTENCE
- COMMUNICATION
- COORDINATION
- UNDERSTANDING
- CREATIVITY
- EXPERIENCE



The sweetness of a shared success

