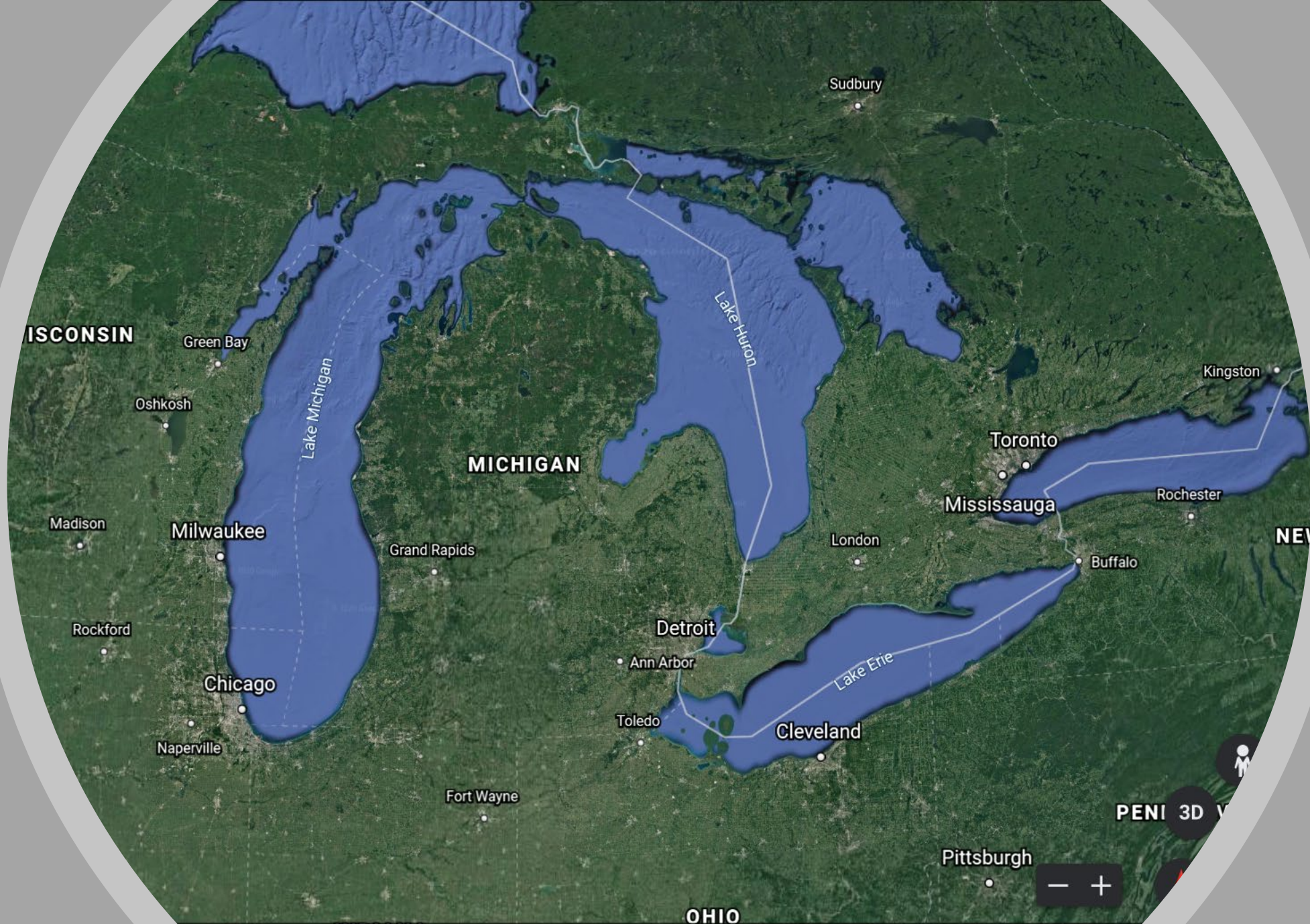
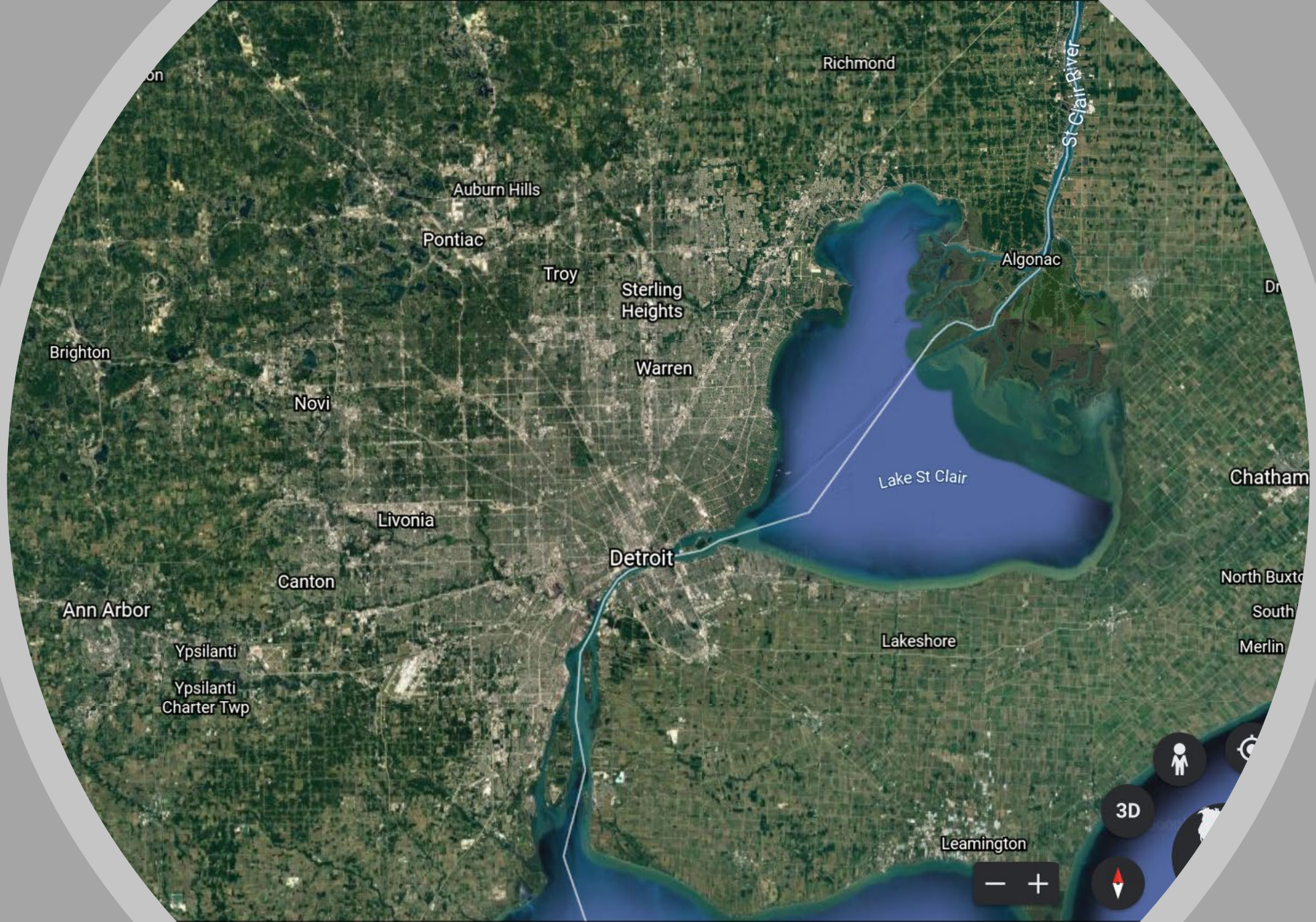




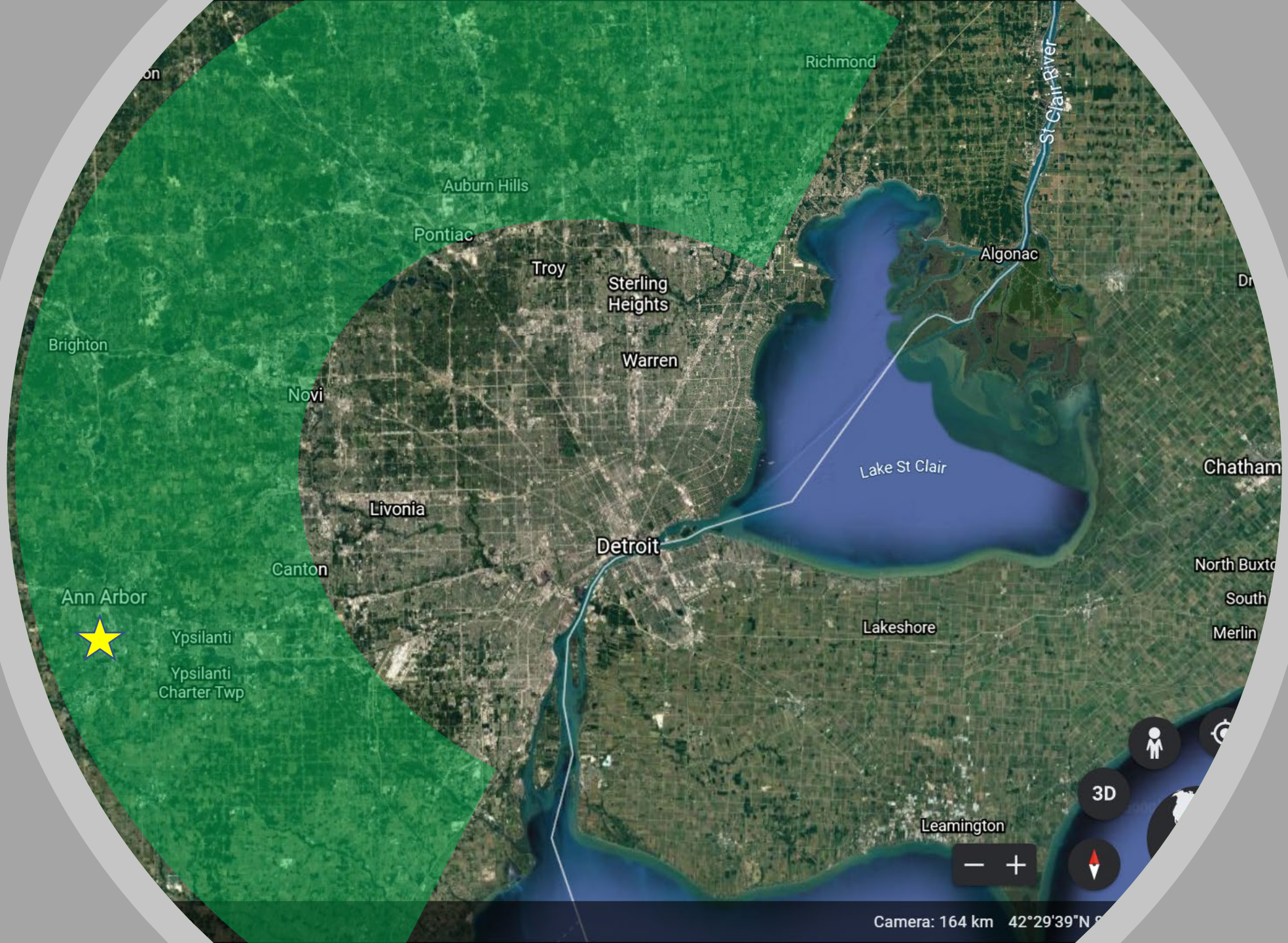
City of Ann Arbor

*Open Space
& Parkland
Preservation
Program*





Camera: 164 km 42°29'39"N 8



Camera: 164 km 42°29'39"N 83°45'00"W



That vision was of a City surrounded by the farmland that characterizes Michigan's agricultural heritage and supports the local food economy – preserved forever.



It was a vision of natural
green infrastructure that
safeguards drinking water —
preserved forever.



It was a vision of natural
open spaces that offer scenic
views, recreation and
biodiversity – preserved
forever.



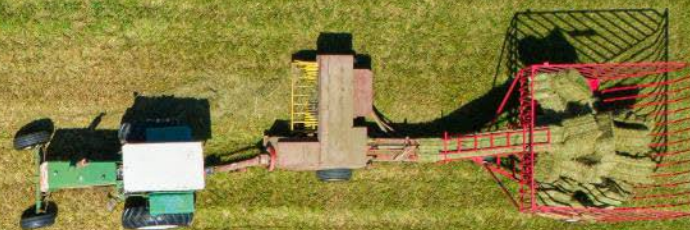
THE
ANN ARBOR NEWS

Wednesday, November 5, 2003

YOUR TRUSTED SOURCE

www.aajive.com

Greenbelt proposal wins landslide voter approval



Open Space and Parkland Preservation Millage

2003-2033

0.5 mill/30-year levy

Revenue: Approx. \$1.8M/year

1/3rd **Parkland** Acquisition

Approx. \$600K/year

Recommendations made by Park Advisory
Commission

2/3rd **Greenbelt** Acquisition

Approx. \$1.2M/year

Recommendations made by Greenbelt Advisory
Commission


The Greenbelt funds can purchase private development rights
AND purchase property to establish public recreation areas.




Cost-effective land conservation: Purchase of Development Rights

This ensures the property remains in its current condition.



- 
- Development Rights
 - Right to Enjoy
 - Access Rights
 - Right to Sell
 - Etc.



Landowner Retains
Some Rights

Development Rights
Removed

By purchasing the development rights, select rights are **removed** from the bundle (the deed). **Forever.**

Removing those rights **guarantees the preservation** of the private property.

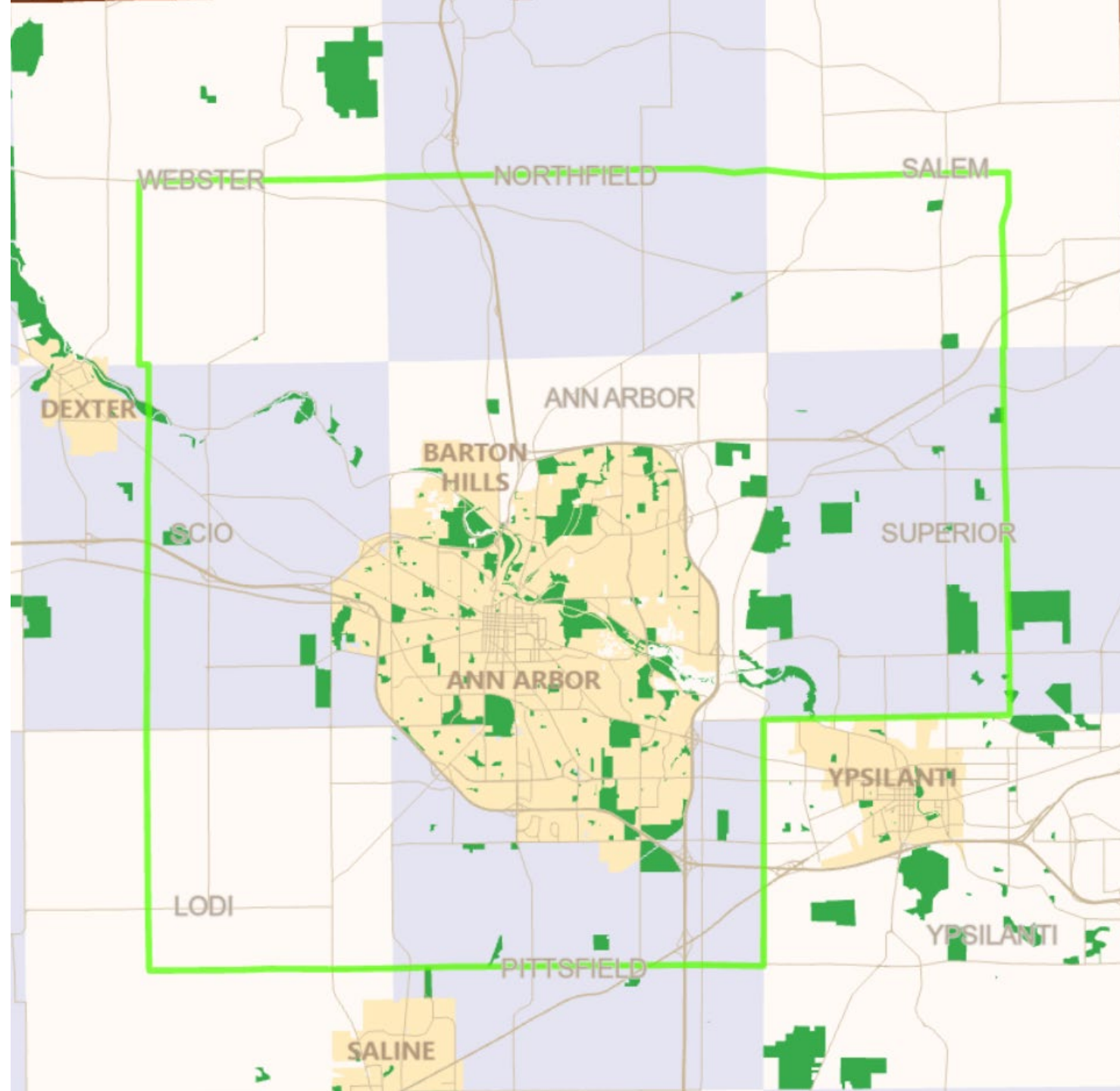
Fair Market Value of 100 acre farm: \$1,000,000
Value of development rights/conservation easement: \$700,000
Residual land value: \$300,000

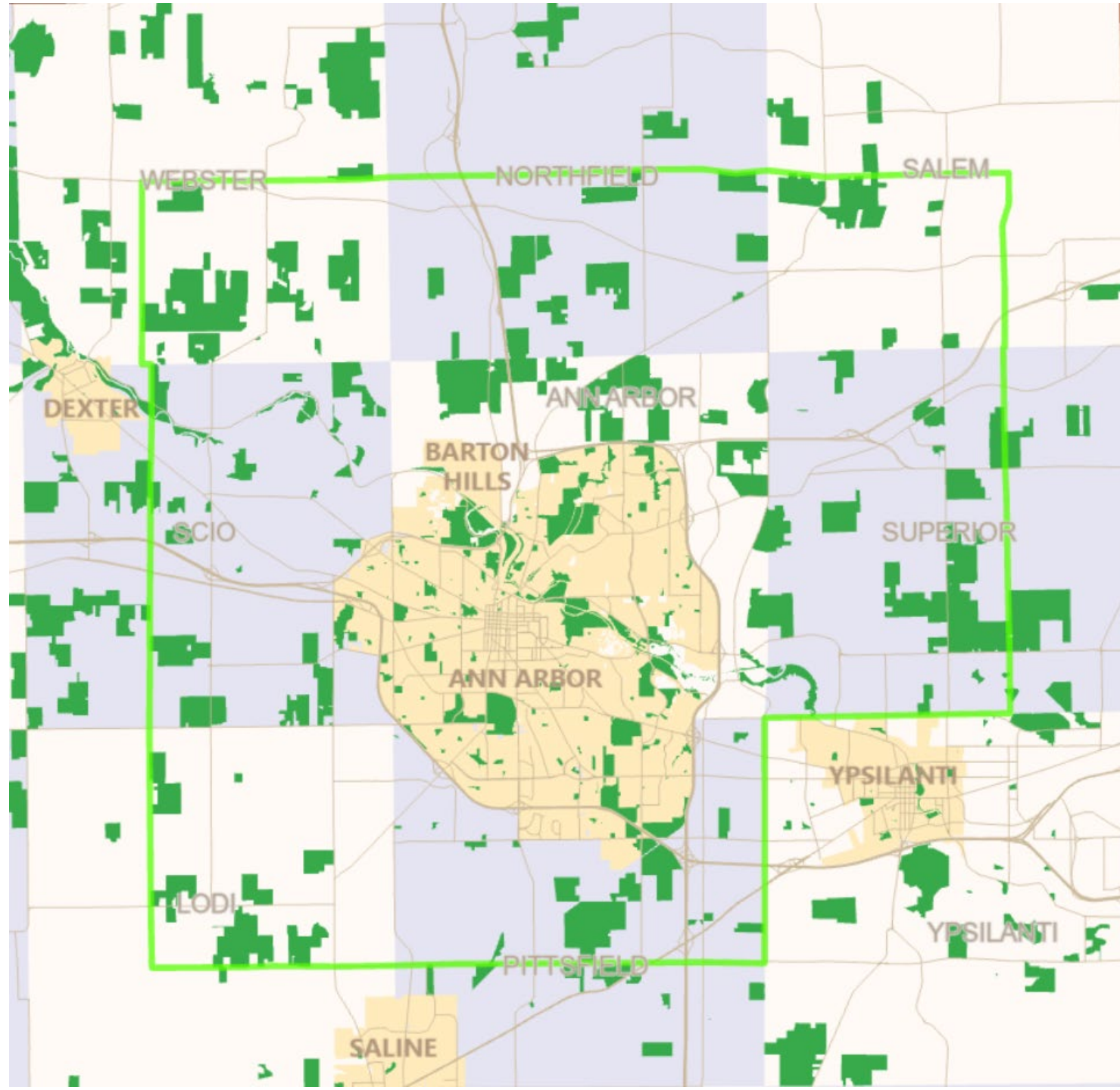




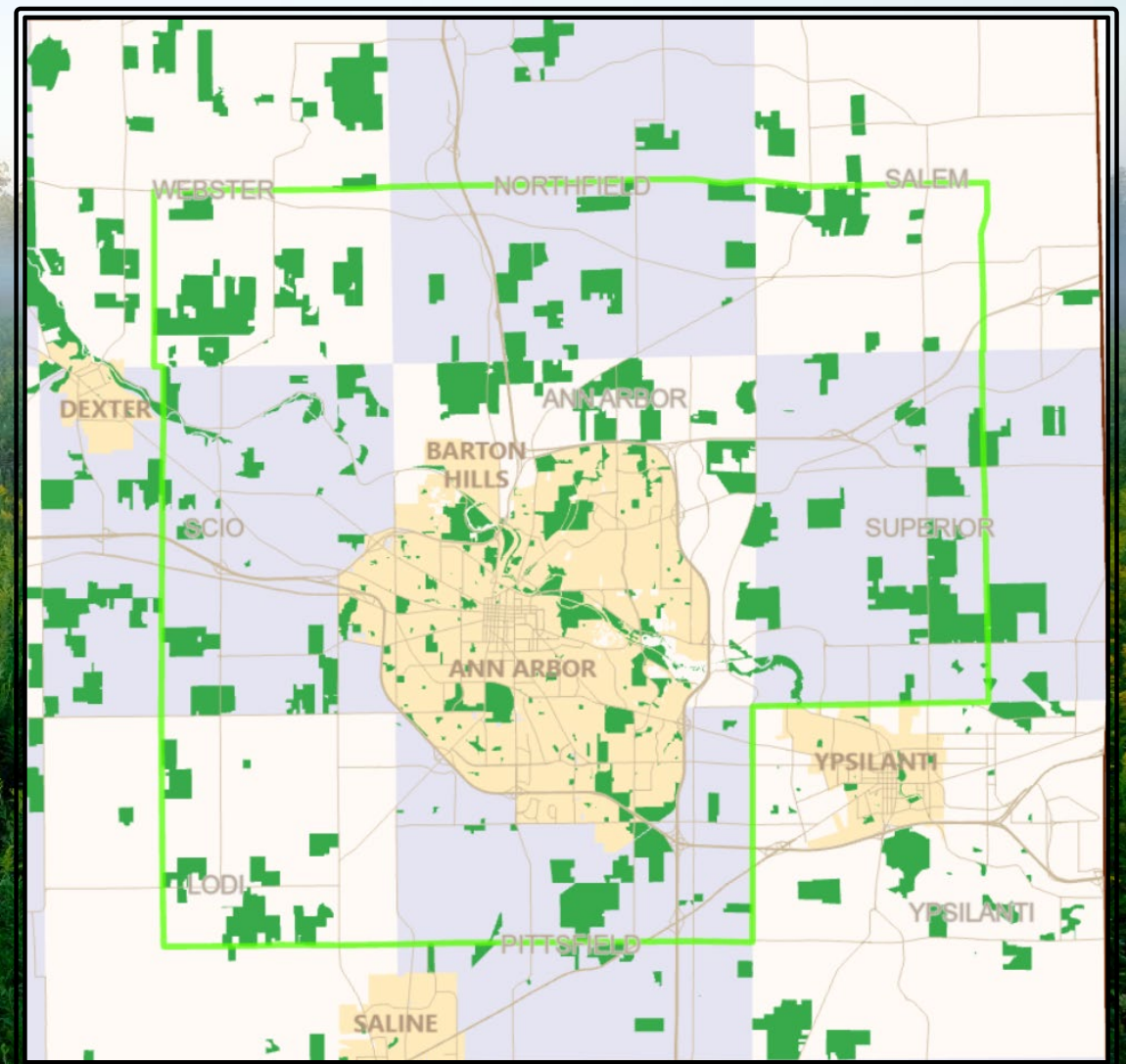
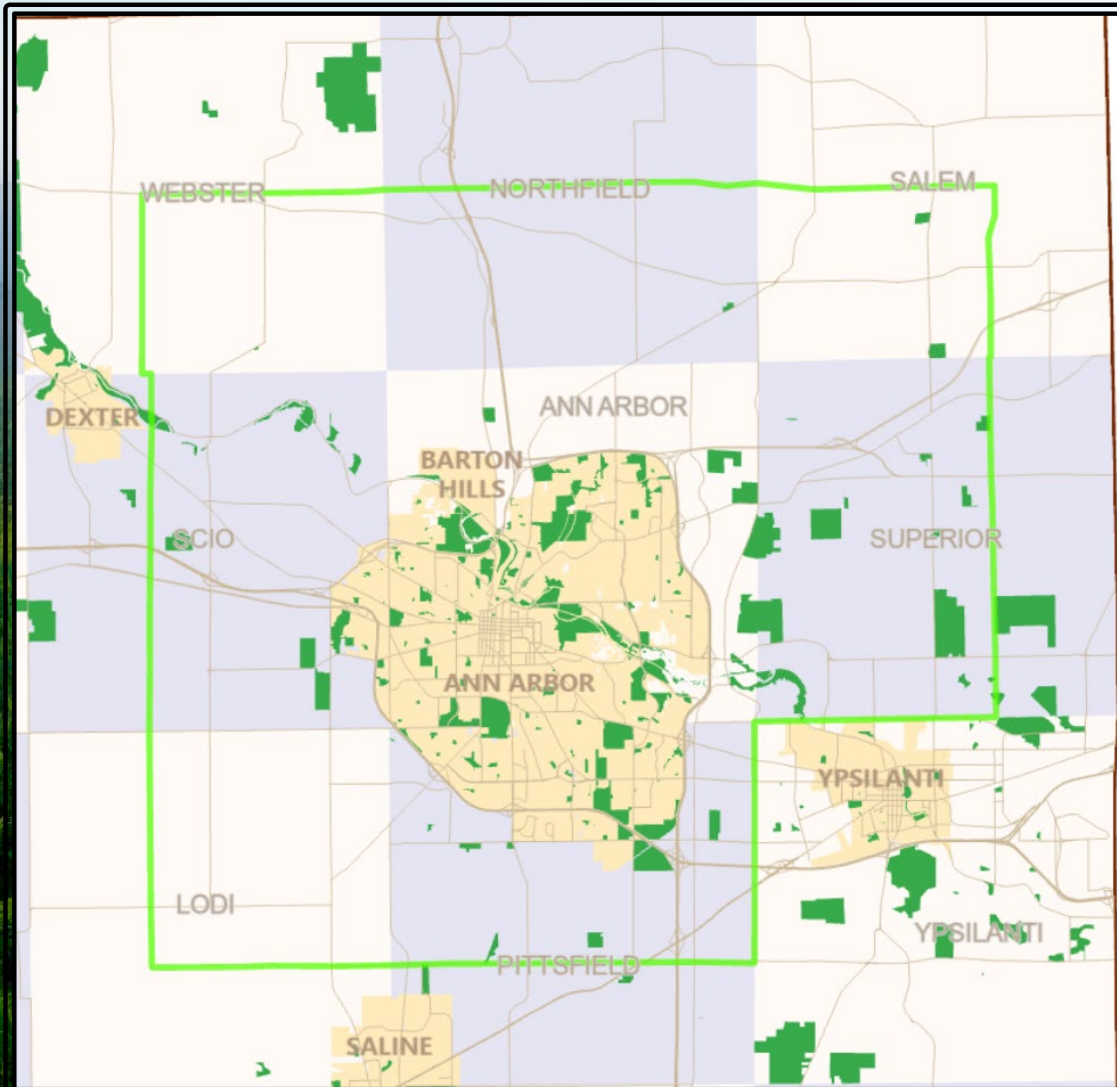
The total Fair Market Value of the land protected by the Greenbelt so far is **\$83.6M**

The City taxpayers have only paid **\$28.9M** (34.5%)





85 acquisitions / 7,600+ acres
89% conservation easements / 11% public lands



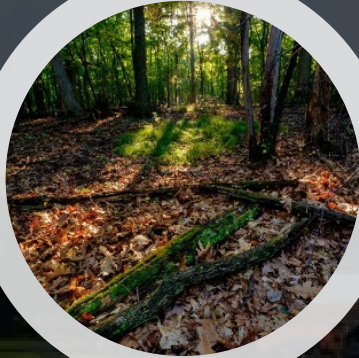
The Greenbelt has completed 85 acquisitions

This includes 68 working farms

8 farms source food to local markets

7 new farmers able to secure more affordable land

The City has secured \$38M in external funding support



The Greenbelt has protected over 28 miles of river, stream and waterway frontage.

79% of those waters are in the Huron River watershed and contribute to the source water protection of the City's drinking water.

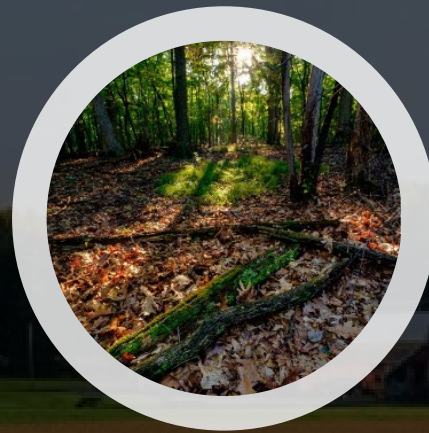
18.3% of the available agricultural land in the Greenbelt has been protected

The Greenbelt has helped establish 11 new public nature preserves totaling 722 acres with over 6.25 miles of hiking trails

1,534 acres of woodlands preserved

1,755 acres of wetlands preserved

302K metric tons of CO2 stored, which is the equivalent of 751,000,000 miles driven by an average gasoline-powered vehicle.

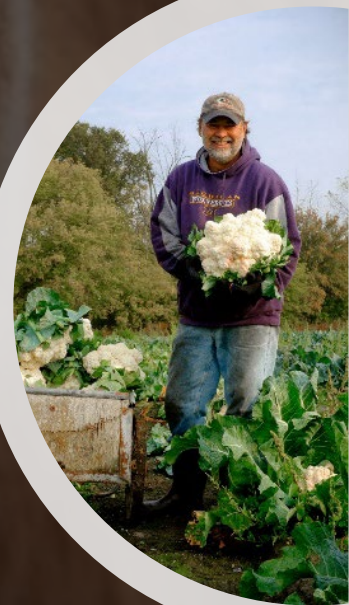




Prioritization: Preserve the highest quality lands with parcel level analysis and targeted outreach.

Metrics: Develop tools to improve reporting on ecosystem services related to Greenbelt investments.

Affordable Farmland Model: Utilize innovative acquisition structures to create affordable farmland purchasing opportunities for the next generation of farmers.





What is affordable farmland access?

- **Land is essential** to starting a farm business. It provides the soil, water, and open space necessary to grow.
- The **location** of the land **determines the market opportunities**, climate, and social networks that you operate in.
- Beyond being a home for your **business**, your land is likely where you will make your **home** as well.
- **Finding and securing land to farm is the biggest challenges that beginning farmers face** in starting a career in agriculture.
- **Farmland prices are at a record high** across the country and land has become increasingly unaffordable for farmers.
- The land surrounding our nation's cities, where market opportunities are greatest for beginning farmers, is often the **most difficult to access**.

*Adapted from preface by Holly-Rippon Butler, NYFC, in [FINDING FARMLAND A FARMER'S GUIDE TO WORKING WITH LAND TRUSTS](#)



How can we support affordable farmland access?

- Thankfully, there are organizations around the country that can help.
- Private land trusts and government land conservation programs have been protecting farmland from development for decades.
- A few **visionary groups** have also been working to ensure that this **land stays in the hands of farmers through innovative transactions and programming** that help directly facilitate affordable land access opportunities in their communities.
- Washtenaw County conservation groups are **underutilizing** these innovative practices, while demands for a **shift in how we work and who we help** grows by the year.

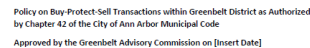
*Adapted from preface by Holly-Rippon Butler, NYFC, in [FINDING FARMLAND A FARMER'S GUIDE TO WORKING WITH LAND TRUSTS](#)



What is Buy-Protect-Sell?

Conservation agencies across the United States utilize a land preservation transaction model commonly known as Buy-Protect-Sell (BPS). Conservation agencies utilize Buy-Protect-Sell transactions to conserve vulnerable and/or priority conservation parcel(s) by purchasing fee title to the property with the intent to resell the property encumbered by a conservation easement. After fee title is taken by the conservation agency, BPS transactions may include some of the following components:

- The agency may define a resale opportunity to enhance program outcomes. For instance, an agency may choose to subdivide a 50-acre parcel into two 25-acre parcels to provide multiple affordable farmland purchasing opportunities.
- The agency may determine that it is in the best interests of the parcel to allow for future limited residential or agricultural structures within a defined area, consistent with widely used open space preservation methods through agricultural conservation easements, including federally funded NRCS conservation easements.
- The conservation agency often facilitates a public Request for Proposals process by which a buyer or buyers are selected.
- The conservation agency utilizes their own funds or works with federal, state or local partners to secure funding for the conservation easement that will encumber the parcel.
- The conservation agency sells the property to the selected buyer at the restricted value, simultaneously creating an affordable land purchase opportunity and guaranteeing the perpetual conservation of open space on the priority parcel.



Background

In 2003, residents of Ann Arbor overwhelmingly approved the Open Space and Parkland Preservation Millage, also known as the Greenbelt Millage, which authorized a 30-year, 0.5 mill tax levy to provide funds for the preservation and protection of open space, natural habitats, agricultural lands, and the City's source waters outside of City limits, and the purchase of parkland within City limits.

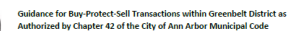
As delineated in City Council Resolution 377-9-03¹, one-third of the millage revenue is expected to be used for parkland acquisition within the City, and two-thirds of millage revenue for land preservation within the Greenbelt District outside the City (Figure 2). Chapter 42 (Open Space and Parkland Preservation Ordinance) of the City Code provides the parameters for the use of Open Space and Parkland Preservation Millage funds. Chapter 42 establishes the Greenbelt Advisory Commission, charged with making recommendations to City Council on the use of Open Space and Parkland Preservation Millage funds within the Greenbelt District, known as the City's Greenbelt Program.

Chapter 42 Section 3:63 of the City of Ann Arbor's Open Space and Parkland Preservation Ordinance authorizes City Council to:

"Expend revenue to acquire greenbelt district land in accordance with the criteria and procedures established in this chapter. The interest acquired may either be fee title, development rights, conservation easements, or any lesser interest, easement, covenant or other contractual right pertaining to such rights. Acquisition of land and interests therein may be by gift, donation, in whole or in part; or by purchase, grant, contract, or otherwise. The value of the land is equal to or less than the qualified appraisal. In particular, the land may be agricultural land and other eligible land. The right to acquire the district land only upon application of the owner and the owner's consent."

To date, Ann Arbor City Council has approved 75+ acquisitions District. Much of this work has been accomplished through purchase conservation easements. To date, all conservation easements after a willing applicant has submitted the property for consideration to the Commission and City Council.

¹ <https://a2gov.legistar.com/ViewReport.aspx?M=8&N=Master&GID=4DB9-8F64-831031A5E141&Extra=WithText&Title=Legislation+Detail>



Overview

This guidance is not intended to be a comprehensive overview of all Buy-Protect-Sell (BPS) models, but offers the Greenbelt Advisory Commission (GAC) an overview of (1) how BPS opportunities can be evaluated, (2) how BPS transactions can be structured, (3) how to construct BPS Request for Proposals, and (4) funding options for BPS transactions.

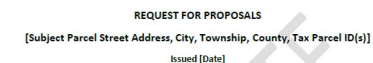
1. Evaluating BPS Opportunities

While each BPS opportunity will be unique, below are the principal factors that will guide staff and City Council's assessment of prospective BPS opportunities.



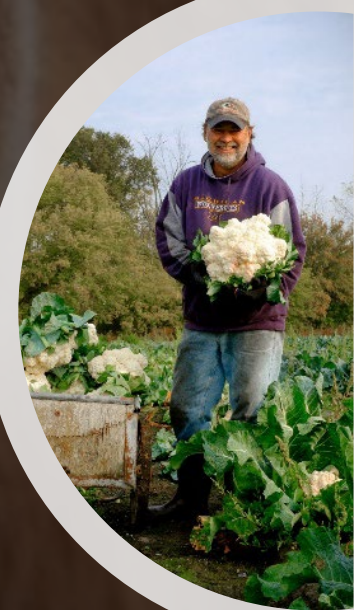
2. BPS Transaction Structure

If a BPS opportunity has merit and advances, staff will take the transaction through four primary steps: (1) Preliminary review and approvals, (2) fee simple purchase of priority conservation parcels, (3) preparation, developing/issuing the public RFP, and (4) outsale of conserved parcels to select buyer(s). It should be noted that not all BPS transactions will look the same and each will require the administrative capacity to facilitate. How the transaction may be structured and the specific steps that structure will draw on administrative capacity will be contemplated during the evaluation process of each BPS opportunity.



[Replace with images of subject parcel]

Authorized by Chapter 42 of the City of Ann Arbor Municipal Code
RFP recommended by the Greenbelt Advisory Commission on [Date]
RFP approved by Ann Arbor City Council on [Date]



Thanks!

**Remy Long, Deputy Manager – Natural Area Preservation & Land Acquisition
City of Ann Arbor, Parks & Recreation Services
rlong@a2gov.org**