



THE
TRUST
for
PUBLIC
LAND



THE TRUST *for* PUBLIC LAND

CONSERVING LAND FOR PEOPLE

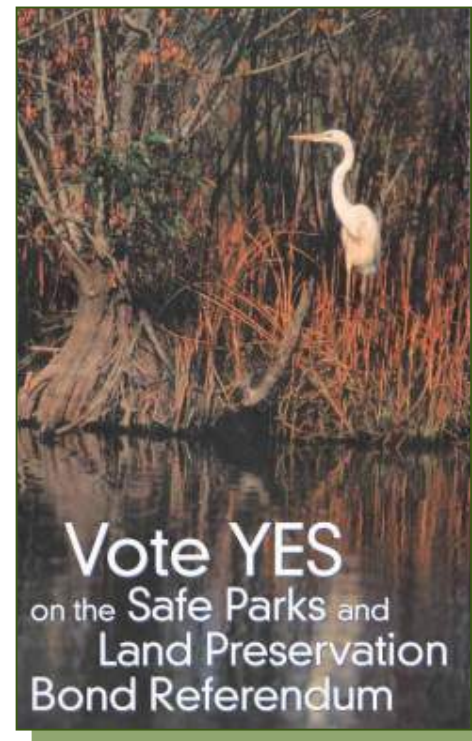


Hampton Roads Green Infrastructure Workshop II

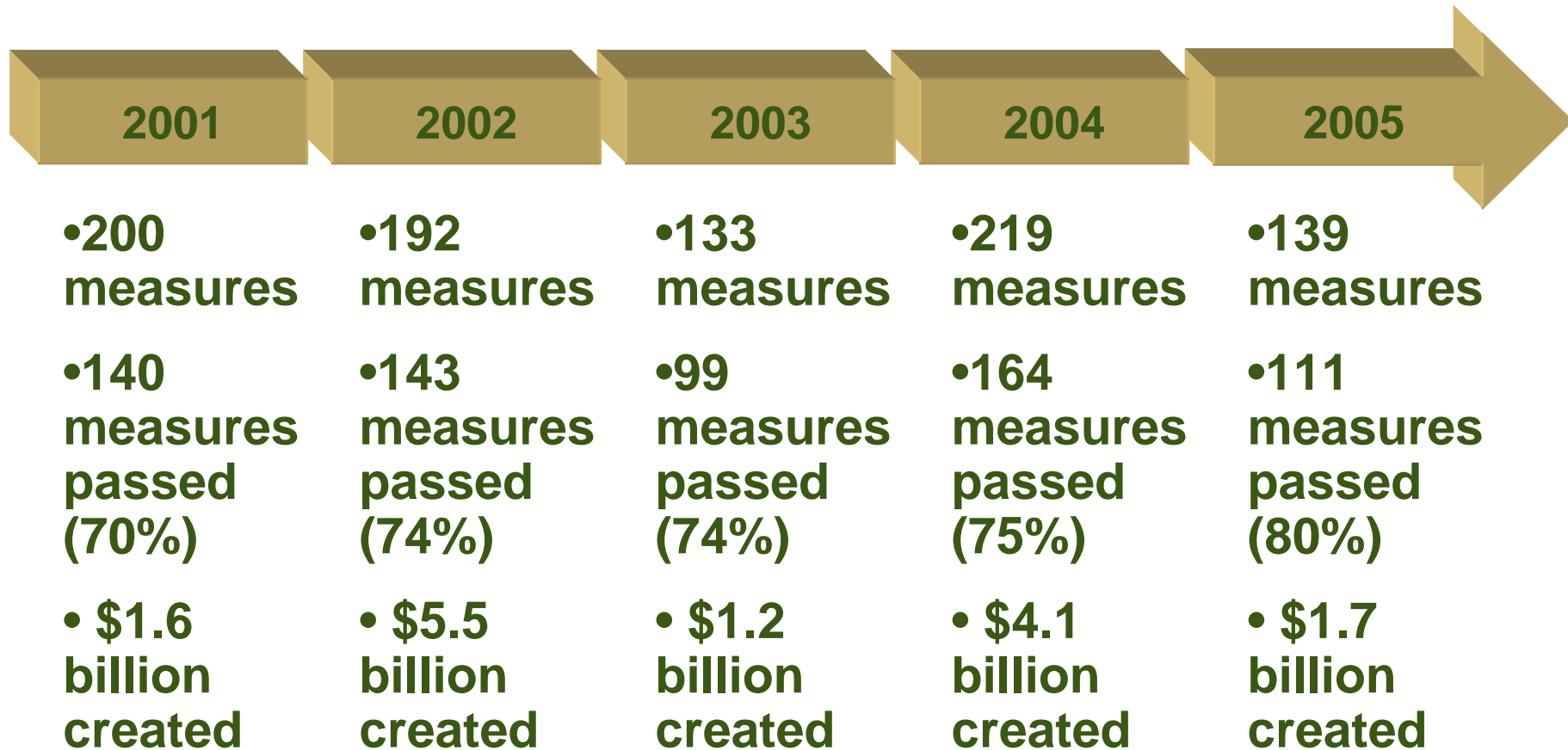
David E. Carter, Conservation Finance
September 14, 2006

Conservation Finance

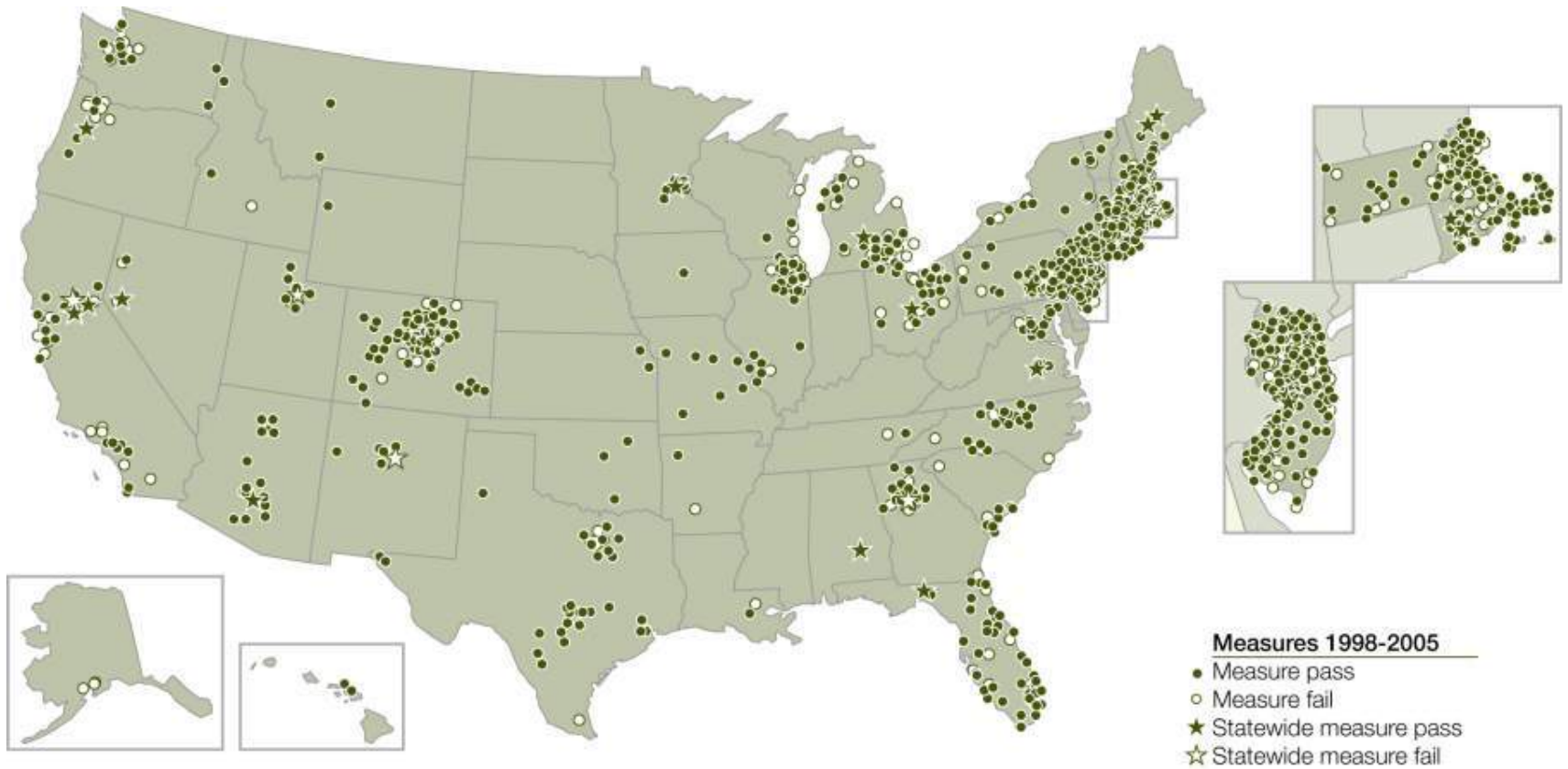
- ***National Trends***
- ***State Best Practices***
- ***Benchmarking Virginia***



Ballot Measures 2001 - 2005



LandVote Ballot Measures 1998 – 2005



Virginia Land Conservation Ballot Measures

Year	# of Measures	Wins	Conservation Funds Approved
1998	3	3	\$34.3 million
1999	0	0	-
2000	2	1	\$4 million
2001	1	1	\$5 million
2002	3	3	\$60 million
2003	0	0	-
2004	3	3	\$143.6 million
2005	2	2	\$30.4 million
Total	14	13	\$277.3 million

Ballot Measures in Virginia – 2002

Jurisdiction	Date	Mechanism	% Yes	% No	Amount
Arlington County	11-5	bond	80%	20%	\$8.5 million
Virginia	11-5	Bond	69%	31%	\$36.5 million
Fairfax County	11-5	bond	70%	30%	\$15 million

Ballot Measures in Virginia – 2004

Jurisdiction	Date	Mechanism	% Yes	% No	Amount
Arlington County	11-4	bond	76%	24%	\$49 million
Fairfax County	11-4	bond	73%	27%	\$75 million
Chesterfield County	11-4	bond	80%	20%	\$19.7 million

Ballot Measures in Virginia – 2005

Jurisdiction	Date	Mechanism	% Yes	% No	Amount
Henrico County	3-8	bond	58%	42%	\$10.4 million
James City County	11-8	bond	78%	22%	\$20 million



www.landvote.org

Best Management Practices

- *National Trends*
- *State Best Practices*
- *Benchmarking Virginia*



7 Best Practices for State Conservation Policy

1. Substantial State Investment
2. Enable Local Financing
3. State Incentives for Local Conservation
4. Purchase of Development Rights
5. Public-Private Partnerships
6. Conservation Tax Credits
7. Federal Partnerships

1. Substantial State Investment

- A stable state-sponsored revenue source is the foundation of an effective land conservation program
- Requires a funding source that is long-term and fiscally prudent
- Financing strategy should be dedicated to a variety of open space projects identified by the state and communities

Examples

- General obligation bonds
- Budget appropriations
- Lottery proceeds
- Property taxes
- Real estate transfer taxes
- State sales taxes
- Tipping fees
- Severance taxes

Florida: State Funding

- Preservation 2000 (P2000): a \$3 billion commitment approved in 1990 to provide \$300 million annually for ten years
- Florida Forever: a \$3 billion commitment approved in 1999 to extend P2000 for another ten years
- Revenue bonds backed by the state real estate transfer tax



State Land Conservation Spending 1999-2004

State	Total Spending	Annual Avg.	2004 Pop.	Annual Spending per Capita
Florida	\$ 2,096,000,000	\$ 419,200,000	17,397,161	\$ 24.10
Maryland	\$ 580,000,000	\$ 116,000,000	5,558,058	\$ 20.87
New Jersey	\$ 508,000,000	\$ 169,333,333	8,698,879	\$ 19.47
Wisconsin	\$ 270,000,000	\$ 54,000,000	5,509,026	\$ 9.80
Massachusetts	\$ 234,400,000	\$ 46,880,000	6,416,505	\$ 7.31
Pennsylvania	\$ 439,908,478	\$ 87,981,696	12,406,292	\$ 7.09
Minnesota	\$ 147,000,000	\$ 29,400,000	5,100,958	\$ 5.76
Rhode Island	\$ 23,500,000	\$ 5,875,000	1,080,632	\$ 5.44
North Carolina	\$ 206,000,000	\$ 41,200,000	8,541,221	\$ 4.82
Ohio	\$ 200,000,000	\$ 50,000,000	11,459,011	\$ 4.36
Georgia	\$ 80,000,000	\$ 30,000,000	8,829,383	\$ 3.40
New York	\$ 281,000,000	\$ 56,200,000	19,227,088	\$ 2.92
Illinois	\$ 170,000,000	\$ 34,000,000	12,713,634	\$ 2.67
Tennessee	\$ 74,000,000	\$ 14,800,000	5,900,962	\$ 2.51
Michigan	\$ 115,000,000	\$ 23,000,000	10,112,620	\$ 2.27
Alabama	\$ 47,485,709	\$ 9,497,142	4,530,182	\$ 2.10
Virginia	\$ 43,200,000	\$ 14,400,000	7,459,827	\$ 1.93
West Virginia	\$ 8,814,255	\$ 1,762,851	1,815,354	\$ 0.97
South Carolina	\$ 10,106,950	\$ 2,021,390	4,198,068	\$ 0.48

2. Enable Local Financing

- States should give counties, towns, and cities the legal authority to issue bonds, levy taxes and dedicate revenue for land conservation
- Creates opportunities to local governments to meet local priorities and exercise local responsibilities for land protection

Examples

- Property tax
- Local option sales tax
- General obligation bonds
- Special assessment district fees
- Budget appropriations
- Impact Fees

New Jersey: Local Enabling Legislation



- In 1989, landmark legislation enabled local governments to raise local dollars through voter-approved Open Space Trust Funds
 - these funds are supported by local property taxes
 - Voters in all 21 of NJ's 21 counties and hundreds of municipalities have approved the “open space tax” dedicating funding for land conservation

3. State Incentives for Local Conservation

- Leverage, leverage, leverage
- Through the availability of dedicated matching funds in the form of grants and low interest loans, states provide incentives to local governments to generate local funding
- Similarly, land trusts and nonprofits also must produce matching funds in order to receive state money

Examples

- Matching grants
- Low interest loans

Colorado: Incentives



- Great Outdoors Colorado (GOCO) Incentive Grants
 - Open Space Grants: Require a 25% match from local governments
 - Legacy Grants: Providing up to 75% of funding to projects with diverse partnerships
 - Local Government Grants: Provides up to 70% funding
 - 1998 – 2005: 70 of 85 measures passed creating \$1.7 billion in new funding

4. Purchase of Development Rights (PDRs)

- Full (fee simple) purchase of land is not the only way to protect land
- Development rights – a partial interest in land – are separate from the underlying land
- With PDRs, landowners sell the development rights, and a permanent conservation easement is placed on the property
- Helps to maximize conservation dollars while allowing for continued private ownership

5. Public-Private Partnerships

- Describes partnerships between governmental entities and private, nonprofit organizations
- Joins private desires and public goals to protect natural resources, leverage scarce conservation resources and broaden base of support for land conservation

Examples of Potential Partners

- Land trusts
- Neighborhood and community groups
- Foundations
- National conservation organizations
- Landowner groups

6. Conservation Tax Credits

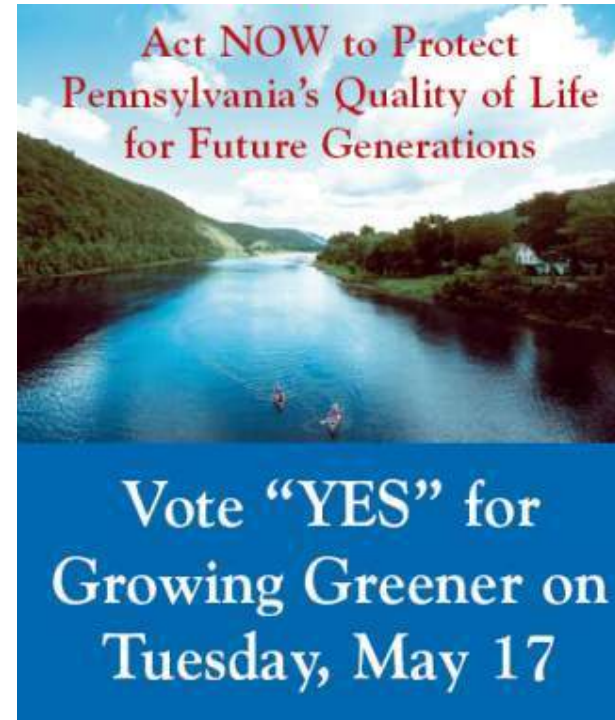
- State laws that provide income or other tax credits to private landowners who donate easements or land
- More valuable than charitable deductions for landowners who donate land
- Encourages protection of private land, including farm and ranch land
- Should be targeted to achieve state-specific conservation objectives, i.e. farmland conservation, and not serve to compete with broader funding sources

7. Federal Partnerships

- Partnerships between federal government and state and local governments:
 - Optimizes scarce dollars
 - Boosts local land conservation activity
- Programs encourage state and local governments by providing matching funds
 - Stateside Land and Water Conservation Fund
 - Forest Legacy
 - Farm and Ranch Lands Protection Program

The Future in Virginia

- *National Trends*
- *State Best Practices*
- *Benchmarking Virginia*



Virginia Best Practices

- Public-private partnership: Virginia Outdoors Foundation
- Conservation tax credit: income tax credit, up to 50% of value of donation

Virginia Opportunities

- ➡ Substantial state funding: consider a dedicated funding source or statewide bond
- ➡ Enable local funding: uniform authority, local option sales tax
- ➡ State incentives for local conservation: matching grants for local governments
- ➡ PDR: expand funding for VLCF to accommodate local and state PDR programs
- ➡ Public-private partnerships: enhance opportunities

Plan Implementation

- Have detailed prescription of what you want to accomplish.
- Develop and maintain an advocacy group(s)
- Have a dedicated funding stream.
- Have a mix of professional staff and consultants implement plan.
- Show success!
- Appraise the effectiveness of plan every 2 –3 yrs. Modify as needed.



THE
TRUST
for
PUBLIC
LAND

