SADC Workshop

Municipal Planning Incentive Grant (PIG) Acquisition Process



NEW JERSEY State Agriculture Development Committee P.O. Box 330 Trenton, NJ 08625-0330

phone: 609-984-2504 fax: 609-633-2004 email: sadc@ag.nj.gov web: www.nj.gov/agriculture/sadc



Who can assist me with what at the SADC?



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Meet the Staff

Chief of Acquisitions Heidi Winzinger





Development & Training Coordinator Cindy Roberts



Acquisition Affairs Coordinator Jessica Uttal

> Training & Outreach Lynn Lemyre



Real Estate Specialist (all closing related inquiries) Catherine Corbett



Regional Acquisition Coordinators (RAC)



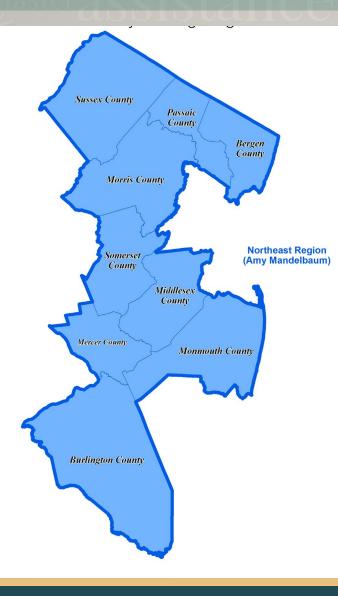
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Regional Acquisition Coordinator- NW





Regional Acquisition Coordinator-NE

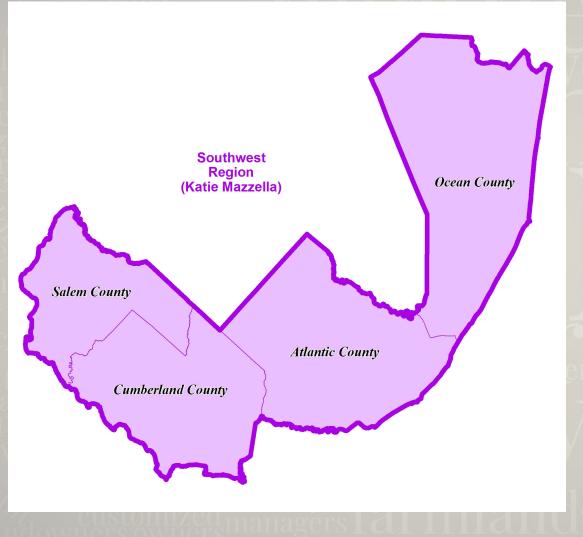




Regional Acquisition Coordinators-S/CS



Regional Project Manager-SW





What We've Accomplished Together

To Date: Preserved 232,500+ acres (2,592 farms) ~42% Preserved NJ Ranks **#1** in the **Country for the % of Farmland Preserved!**

Goal: Preserve ~550,000 acres

~715,000 acres of New Jersey Farmland

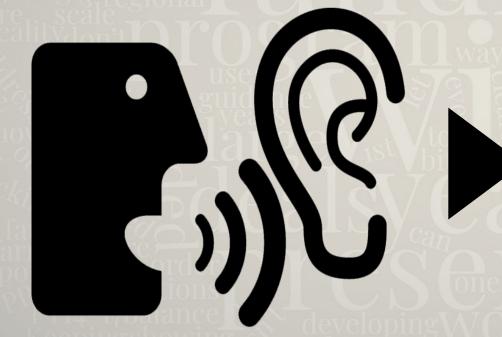
(2012 Census of Agriculture)

We've Been Listening!

2016-2018

Listening Sessions

With Counties & Municipalities



Partner Challenges:

- Effective
 Communication
- Funding Shortfalls
- Landowner
 Outreach
- Getting the Deal
 Done

The Process

Challenge: Effective Communication

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Challenge: Funding Shortfalls



Challenge: Funding Shortfalls



How We Can Help

Increased funding for active Municipal PIGs



Creation of a Competitive Fund

Putting it together with funding partnerships

Additional Funding Partners

How We Can Help



Federal "ALE" (Agricultural Land Easement)

Helps protect working agricultural lands and limit non-agricultural uses of the land.

Foundation Money:





Other Foundations



Challenge: Landowner Outreach



Challenge: Landowner Outreach



Challenge: Getting the Deal Done



Challenge: Getting the Deal Done

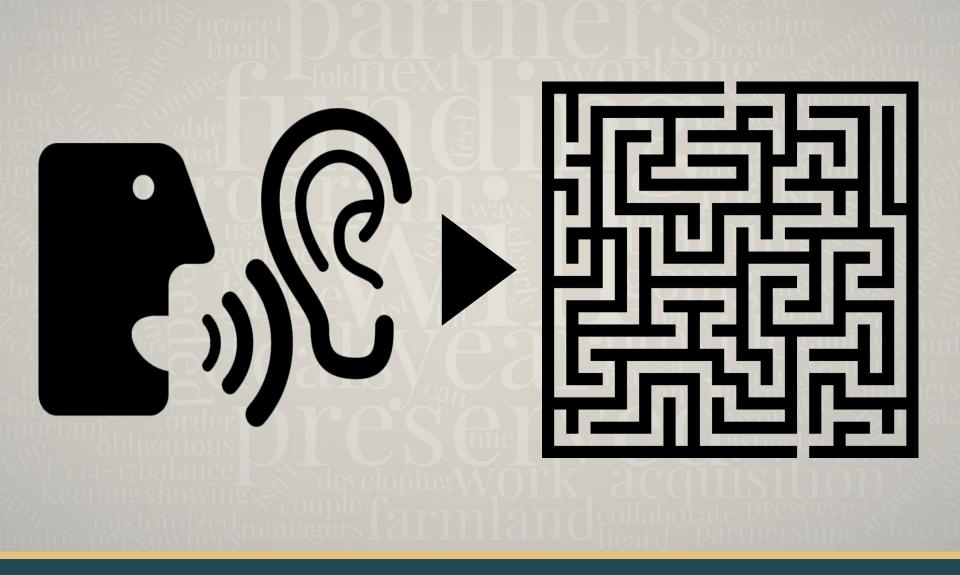
How We Can Help

Estate Planning

Training on How to Present Offers

Land Transfer Options for the Next Generation

Tax Deductions and Charitable Contributions



How We Can Help The Right Tools for the Job

To Plough Through the Process

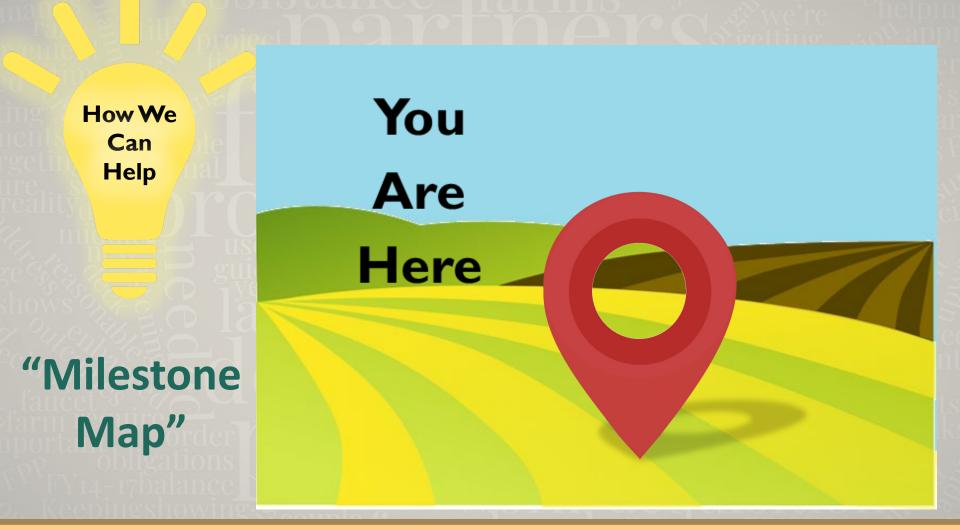


Easy to Follow Milestone Maps

Collaborative Checklists



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Trenton, NJ 08625-0330

Milestone Map - What Happens After Green Light

How We Can Help

> To Do List

"Milestone Map"

Green Light Approval!	CMV Offer Acceptance!
Final Approval!	Closing!
 Landowner To Do List Review the Green Light Letter, Maps & Reports for accuracy & conditions Contact your local coordinator with questions or if something is incorrect If there are outstanding issues to be resolved noted in the Green Light Letter - consult with your local coordinator The local coordinator may ask you to sign an option agreement before ordering appraisals 	 SADC & Local Coordinator To Do List Hire two appraisers from the SADC approved appraiser list Provide appraisers with SADC Green Light Packet Forward appraisal reports to the SADC Appraisal Manager for review and preparation of a Certified Market Value Report (CMV) The SADC will certify the easement value at the next available meeting After the SADC meeting and the Governor's Office Review period expires, the CMV will be forwarded to the local coordinator The local coordinator will obtain approvals to make an offer to purchase the easement
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web: www.nj.gov/agriculture/sadc

How We Can Help

Before the application is finalized...

Use NJ Blueprint to look

at:

- Quality of the soils
- Proximity to other preserved farms
- Confirm that the farm is in the ADA & project area
- Tax map boundary and parcel data

https://www.njmap2.com/blueprint/



Do a site visit of the farm and meet with the landowner

How We Can Help

Before the application is finalized...

- Check it meets Minimum Criteria.
- Be aware of agricultural infrastructure.
- Discuss residential opportunities.
- Check for erosion or water issues.
- Review Guidance Documents:
 - Exception Areas
 - Non-Ag Uses
 - Division of Premises
 - ALE Grants

How We Can Help Obtain all documents needed, including:

- Deed
 - Farmland Assessment Form
- Copies of any easements that affect the property
- Copies of any written leases
- Confirm any verbal leases and with whom

Before the application is finalized...

How We Can Help If you have decided to make an offer, it must be presented to the landowner within 30 days from receiving the signed CMV.

Green Light Approval Certified Market Value (CMV)

The Offer

> Landowners have up to 60 days to accept or reject the offer.



How We Can Help

NJ Blueprint

https://www.njmap2.com/blueprint/



The **Application Process Checklist**

	Application:								
	Application: Landowner: Description:	Phase	SADC	Muni	County	Land owner	Responsible Staff for this Task	Name of Person Responsible	Goal Turn Around Time
1	Drafttion received or interested landowner contacts municipality				_		Lastad		Customize by partner
2	d Soils Analysis (use NJ Blueprint)			х		2/1	IUSIUU.	X N 11	
	in the County Agriculture Development Area (ADA)?		76.00	х				Sea Fie	
4	Is it a targeted farm in township or county PIG plans?			х	x			r pallo	
5	Review local zoning for development potential of the property			х			-0022	avara lina	
6	Eligibility Determined: Does it meet Minimum Criteria? If you aren't sure, contact your SADC RAC			x		x	ession		
7	Farm site visit and landowner meeting - walk/drive entire farm and note all infrastruture			х		x	and	1 Charmer	
8	Note and discuss any erosion issues	7		х	1	х		IN DAL	
9	Discuss and selects any exception areas, RDSOs, & non-agricultural uses	Local Application		х		x	VIII/		
10	If there are equine production and service activities on the farm complete Equine Questionnaire			x		x	ieas 19	omm	
11	Review applicable SADC guidance documents with landowner, obtain signatures, and return to SADC			x		x	llak	Enia.	
12	Obtain copies of any easements and review for restrictions on development or farming potential			x		-	nin	~ 77 S	
13	Obtain copies of any written leases or document verbal leases and review for existing restrictions on development potential			x	.0	x		125	
14	Obtain copy of the property deed(s) and confirm ownership and any restrictive language			x		x		- KO	
15	If the property has subdivision approval, obtain copies of the subdivision plat, approval resolutions, correspondence associated with the development approval, and any related recorded documents			x	0.	x	Igint	erests.	
16	Present to AAC for approval to move forward/select this application for processing			x	1121	Me.	o nval	Y 1115 V	
17	Receive approval from AAC to move ahead with application and complete Municipal Affidavit		01	x	20	X7	100	rainin	
18	Receive approval from Municipal Governing Bodies (Planning Board? Committee?)			x			IUU	2	
19	Receive approval from CADB to move ahead with application			х	x		(1)	50 12	
20	If local funding isn't available at this time - make decision to process through CMV & Offer			x	5H	an	acres	y Sa ii	
21	Complete SADC Application Form (Section I)			х		x		nt. K.	
22	Complete SADC Application Form (Section II)			х	1		hr()US	10	
23	Complete Appraisal Order Checklist (AOC)			х				2	
24	Send application and required documents (as per the application checklist) to the SADC			x			lashec	S back	



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