SADC Workshop

Municipal Planning Incentive Grant (PIG) Acquisition Process

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

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web: www.nj.gov/agriculture/sadc
Who can assist me with what at the SADC?
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)
Regional Acquisition Coordinator - NW

Northwest Region (Stefanie Miller)

Warren

Hunterdon
Regional Acquisition Coordinator-NE

Northeast Region (Amy Mandelbaum)
Regional Acquisition Coordinators-S/CS

South Region (Cindy Roberts-Acting Coordinator)

Camden

Gloucester

Cape May
Regional Project Manager-SW

Southwest Region
(Katie Mazzella)

Salem County

Cumberland County

Atlantic County

Ocean County
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

How We Can Help

https://www.youtube.com/watch?v=s12Jb5Z2xaE
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
Federal “ALE” (Agricultural Land Easement) Helps protect working agricultural lands and limit non-agricultural uses of the land.

How We Can Help

Foundation Money:

open space institute US

Other Foundations

THE 1772 FOUNDATION
Challenge: Landowner Outreach

How We Can Help:
Pinpoint Desirable Farms
Targeted Mailings
Outreach Gatherings
Finding Local Partners
Share this information with our Partners
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
Challenge: The Process
Challenge: The Process

How We Can Help

The Right Tools for the Job

To Plough Through the Process

Easy to Follow Milestone Maps

Collaborative Checklists
Challenge: The Process

“Milestone Map”

How We Can Help

You Are Here
Challenge: The Process

Green Light Approval

Final Approval

CMV

CLOSING!

“Milestone Map”

How We Can Help
Challenge: The Process

How We Can Help

To Do List

“Milestone Map”

**Milestone Map - What Happens After Green Light**

- **Green Light Approval!**
- **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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Challenge: The Process

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

Before the application is finalized...

https://www.njmap2.com/blueprint/
Challenge: The Process

How We Can Help

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

- 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

Before the application is finalized...
Challenge: The Process

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...
Challenge: The Process

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.

Certified Market Value (CMV)

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

Green Light Approval
Challenge: The Process

How We Can Help

What Slows Things Down
Challenge: The Process

How We Can Help

NJ Blueprint

https://www.njmap2.com/blueprint/
### Challenge: The Process

#### How We Can Help

**The Application Process Checklist**

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<th>Landowner:</th>
<th>Description:</th>
<th>Phase</th>
<th>SADC</th>
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<th>Responsible Staff for this Task</th>
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**Eligibility Determined: Does it meet Minimum Criteria? If you aren’t sure, contact your SADC RAC**

**Customize by partner**

1. Draft application received or interested landowner contacts municipality
2. Mapping and Soils Analysis (use NJ Blueprint)
3. Is it in the County Agriculture Development Area (ADA)?
4. Is it a targeted farm in township or county PIG plans?
5. Review local zoning for development potential of the property
6. Eligibility Determined: Does it meet Minimum Criteria? If you aren’t sure, contact your SADC RAC
7. Farm site visit and landowner meeting - walk/drive entire farm and note all infrastructure
8. Note and discuss any erosion issues
9. Discuss and select any exception areas, RD5Os, & non-agricultural uses
10. If there are equine production and service activities on the farm complete Equine Questionnaire
11. Review applicable SADC guidance documents with landowner, obtain signatures, and return to SADC
12. Obtain copies of any easements and review for restrictions on development or farming potential
13. Obtain copies of any written leases or document verbal leases and review for existing restrictions on development potential
14. Obtain copy of the property deed(s) and confirm ownership and any restrictive language
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
16. Present to AAC for approval to move forward/select this application for processing
17. Receive approval from AAC to move ahead with application and complete Municipal Affidavit
18. Receive approval from Municipal Governing Bodies (Planning Board? Committee?)
19. Receive approval from CADB to move ahead with application
20. If local funding isn’t available at this time - make decision to process through CMV & Offer
21. Complete SADC Application Form (Section I)
22. Complete SADC Application Form (Section II)
23. Complete Appraisal Order Checklist (AOC)
24. Send application and required documents (as per the application checklist) to the SADC

**How We Can Help**

**Challenge: The Process**
Q & A