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A stylized, light green mountain range graphic is positioned at the bottom of the slide, spanning the width of the page. The mountains are rendered in a simple, blocky style with varying shades of green and blue, creating a silhouette effect against the dark blue background.

# Planning for Trail Protection

- Evaluation of present route.
- Reviewing new route alternatives where needed and feasible.
- Preparation of planning maps.
- Discussion with landowners and community representatives.
- Environmental assessment of alternatives for relocation.



# Answer the Question

- :“What do you want and why do you want it?”
- Never meet with a property owner to talk trail protection without this information.




# Preparing for Acquisition

- Accurate trail location and ownership maps from the planning phases after completion of a logical planning process that outlines objectives and priorities.
- Aerial photographs of the trail route.
- Develop data base to store information, such as ownership, address, property descriptions, etc.



# Acquisition Alternatives

- Fee Acquisition
  - Fee Acquisition with reservation to the owner, either life estate or term estate.
  - Whole tract acquisition with sell-off.
  - Easements to address the particular needs of a trail section or landowner.
  - Exchange of lands or interests in land.
  - Cooperative Agreements (public entities)
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# Acquisition Methods


- Purchase with appropriated funds
- Purchase with donated funds-same rules apply to donated funds as appropriated funds.
- Donation-Agency required to complete an appraisal unless waived by the owner.
- Exchange-Approximately equal value.

# Willing Seller Program

- Little difference in AT and willing seller program...the process of planning and acquiring a trail route should be exactly the same. You would not have:
- Relocation assistance.
- Benefits under IRS rules



# Negotiations

- Accurate maps and aerial photos.
  - Title and ownership research. Collection of deeds, addresses, surveys, etc.
  - Appraisals
  - Negotiations
  - Contaminant surveys.
  - Escrow and Closing
  - NPS will release appraisal to assist in negotiations.
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# Acquisition Team

- Beside your staff, your best acquisition team consists of honest, dependable, private contractors from the local community. You will be surprised how many private contractors we deal with that like and respect what you are doing.



# Acquisition Team

- Appraisers and review appraisers.
- Title and closing agents
- Contaminant inspection experts
- Surveyors
- Mapping Assistance- Everyone loves high tech mapping, but, it is not needed to buy land.



# Trail Protection

- Buying land is a long term effort and investment.
- Shifts assets from dollars to land.
- Remember you must start buying land and be known in the community to be successful.



# Trail Protection

- Buy land in the same ownership pattern as the private market.
- Avoid dividing properties
- Position your trail along property boundaries or buy entire properties.
- Spend time walking the trail route and know the properties well
- Think of protecting the trail in sections.



# Trail Protection

- Negotiate the size and shape of the corridor and interest, but, avoid changing the trail route. Base route and corridor on resource needs.
- Meet and talk frequently with property owners.
- Let the volunteers help and be comfortable talking about the respective roles.
- Develop model easements/agreements.



# Remember

- Buying land is fun!!!
- Landowners have been great and deserve a lot of credit. Be careful to remember when talking about land with the owner it isn't your land.
- Land that you protected some 25 years remains the same today for others to enjoy and visit.
- Everyone loves trails.

