THE CONSERVATION FUND
LAND SUSTAINS US

1926-2026
Celebrating 100 Years
DCR
Virginia Department of Conservation & Recreation

APRIL 2026


Buffalo Mountain NAP

Partners in Protection: Collaborative Fee Acquisitions

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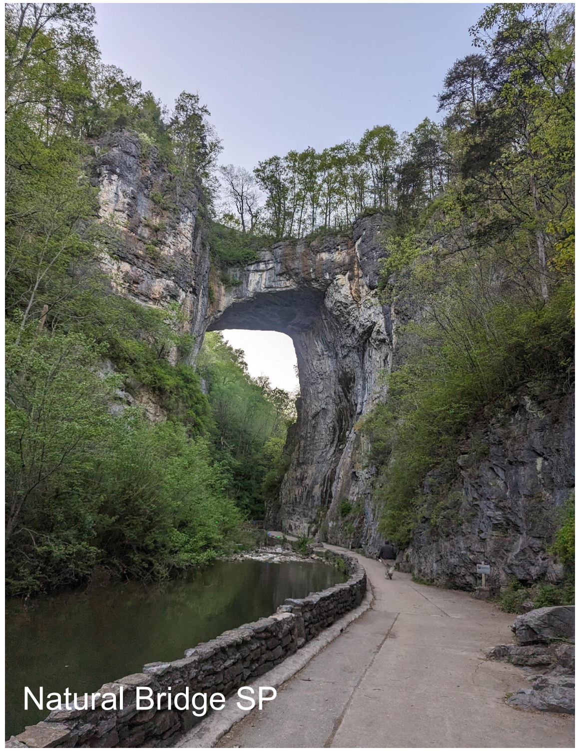
Our Time Today

- What it Means to "Partner"
- Why Partnership Acquisitions Happen
- Tackling Complicated Transactions
- Setting Expectations
- Components of a Strong Project
- Roles and Requirements
- Communication & Relationships

Cook Tract - Highland WMA


Shepard Tract – Clinch River SP


Old Castlewood Launch – Clinch River SP


Natural Bridge SP

What Does “Partnership” Mean?

- Land trust pre-acquires property
- Expectations
  - Land trust secures target land
  - Agency ultimately accepts conveyance of land
  - Land trust may be reimbursed for project costs
- Agency relies on NGO to bridge timing, authority or funding gaps
- Land Trusts are able to make necessary improvements more efficiently than Government Agencies

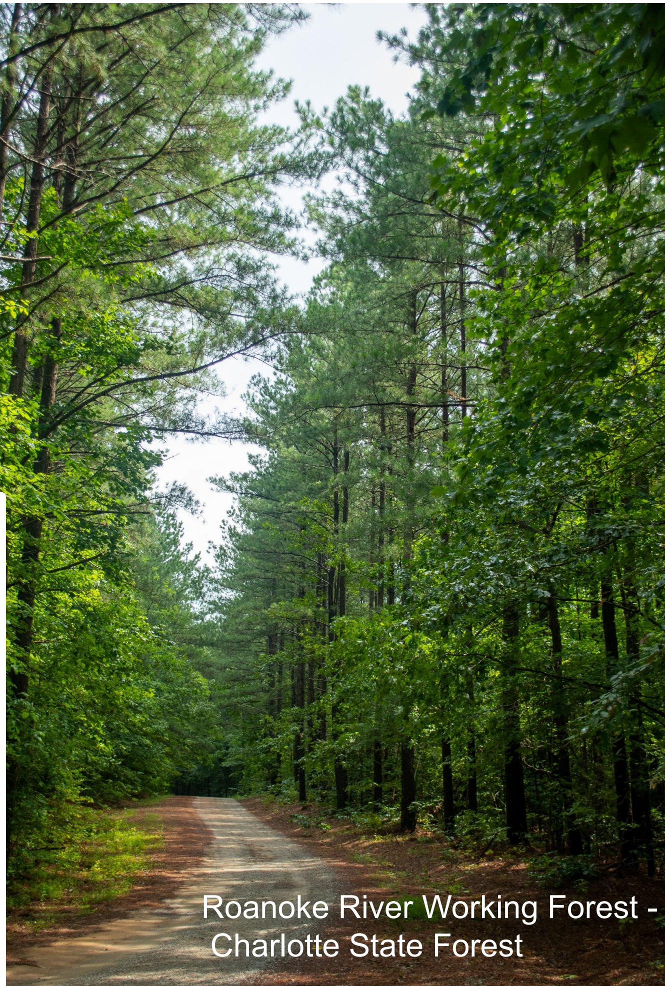
Why Partnerships Happen

- Land acquisition is opportunistic
- Agencies might not be able to meet private landowner's timeline
- Land trusts might be able to resolve issues that are difficult or impossible for agencies to tackle
- Land trusts may have local relationships

Bob Gap – GW-Jeff National Forest

Sugar Run Tract – Appalachian Trai

Bise Tract – Clinch River SP



Roanoke River Working Forest - Charlotte State Forest

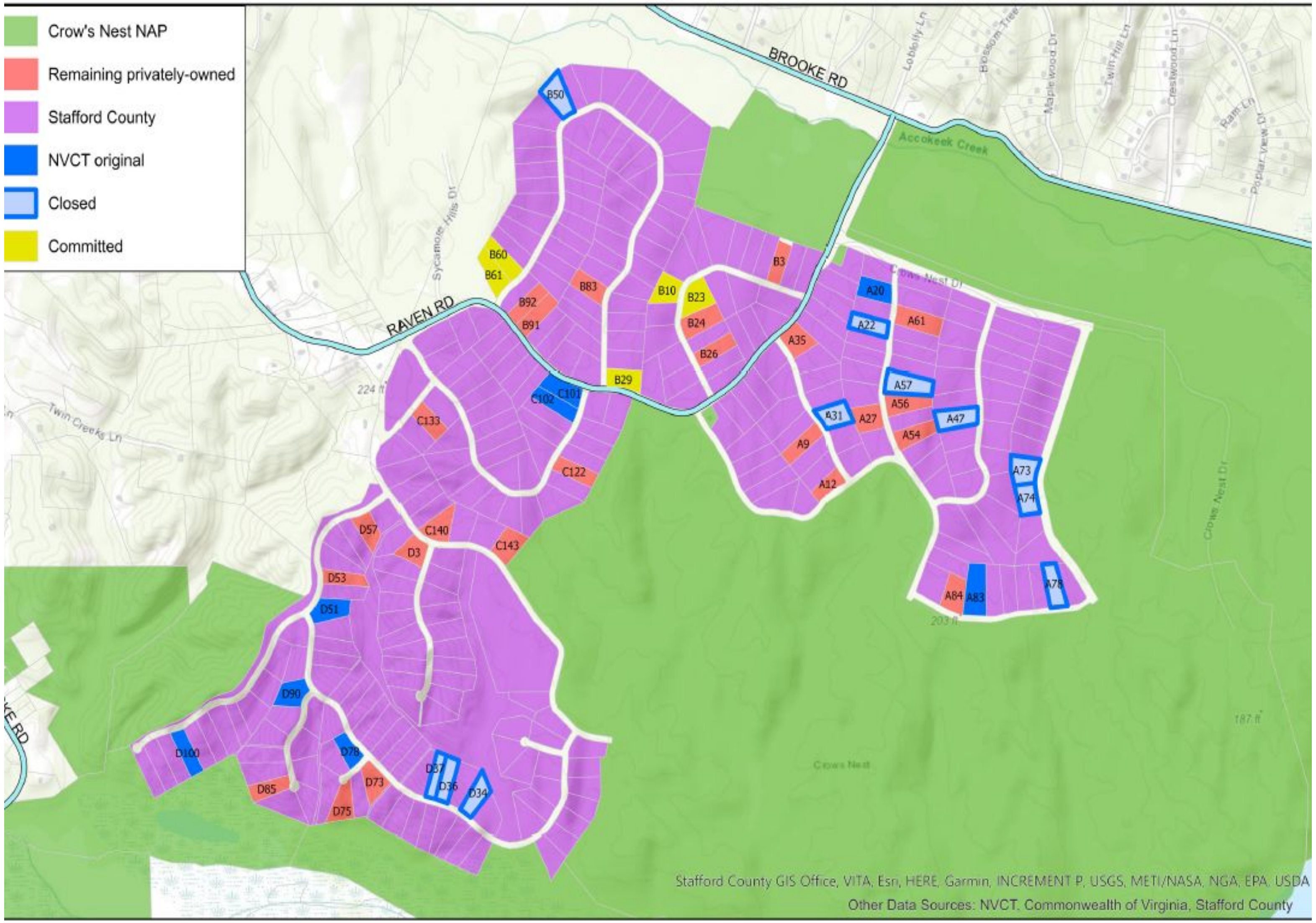
Tackling Complicated Transactions

- Layered funding sources or multiple conservation outcomes can be better suited to a land trust's processes
- Land trust often have the necessary combination of expertise, resources and nimbility to tackle complicated transactions

Dock Street – Richmond, VA

Tackling Complicated Transactions (Con't)

- Long-term, detail oriented projejcts
- Secure and temporarily hold
- Assemblage of multiple parcels



Crow's Nest Harbour

Parcel Ownership 7/26/2024

Expectations for Success

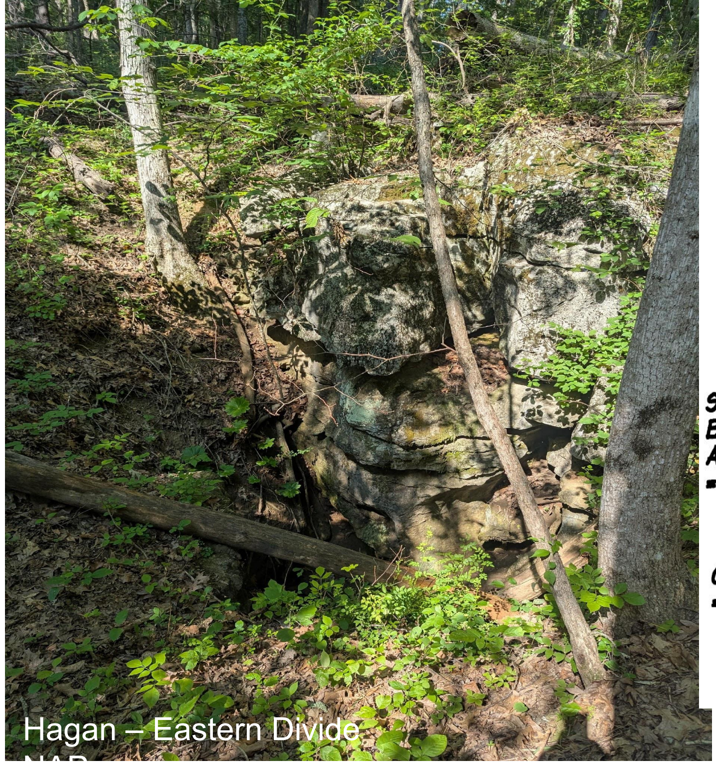
- Timelines and strategies can (and often do) shift for a variety of reasons
- State and Federal agencies require:

    Clean title and legal access

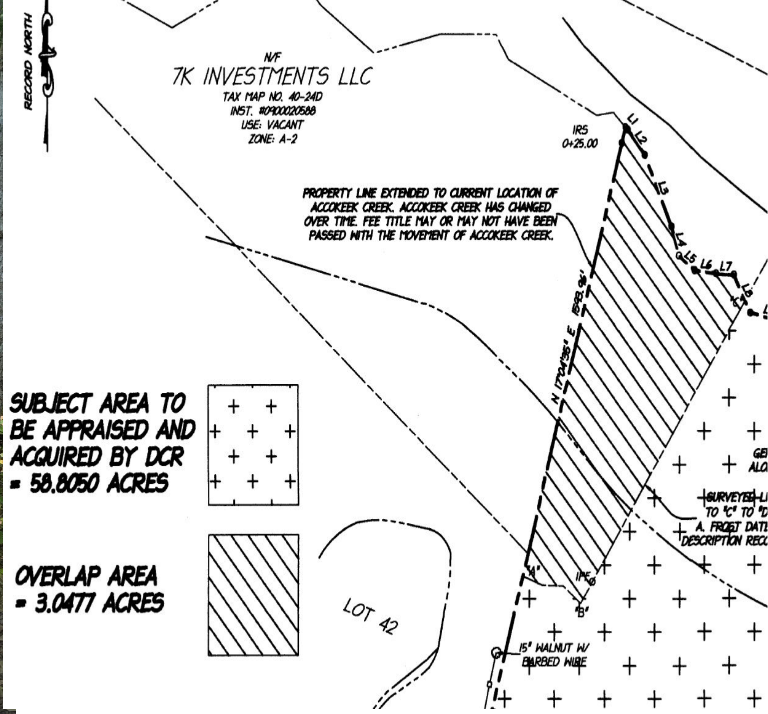
    Environmental hazard assessments

    Purchase at no more than appraised value

- Government authority to purchase varies at local, state, and federal levels (**confirm authority before seeking funding**)
- Land Trusts have internal approval processes for new projects



Hagan – Eastern Divide NAP



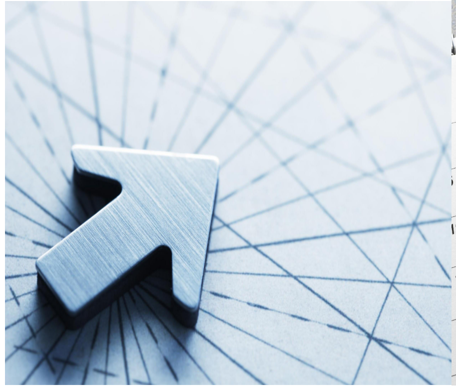
Bowling Tract – Crow's Nest NAP

Oak Hill

Keys to a Strong Acquisition Project

1. Clearly identify the target property and stakeholders
2. Develop a realistic funding strategy
3. Establish a clear timeline aligned with grant terms and deadlines
4. Due diligence planning: Who's doing what?
5. Build a well-defined budget

	Project Budget	
	Cost	Fund Source
Purchase Price	$100,000	State & Federal
Due Diligence		
Appraisal	$2,000	State
Title	$5,000	State
Survey	$10,000	Federal
Boundary Marking	$5,000	State
Environmental	$4,000	Federal
Legal	$1,000,000	State & Federal
Miscellaneous	$5,000	State
Total	$1,131,000	



Roles and Requirements

Land Trust

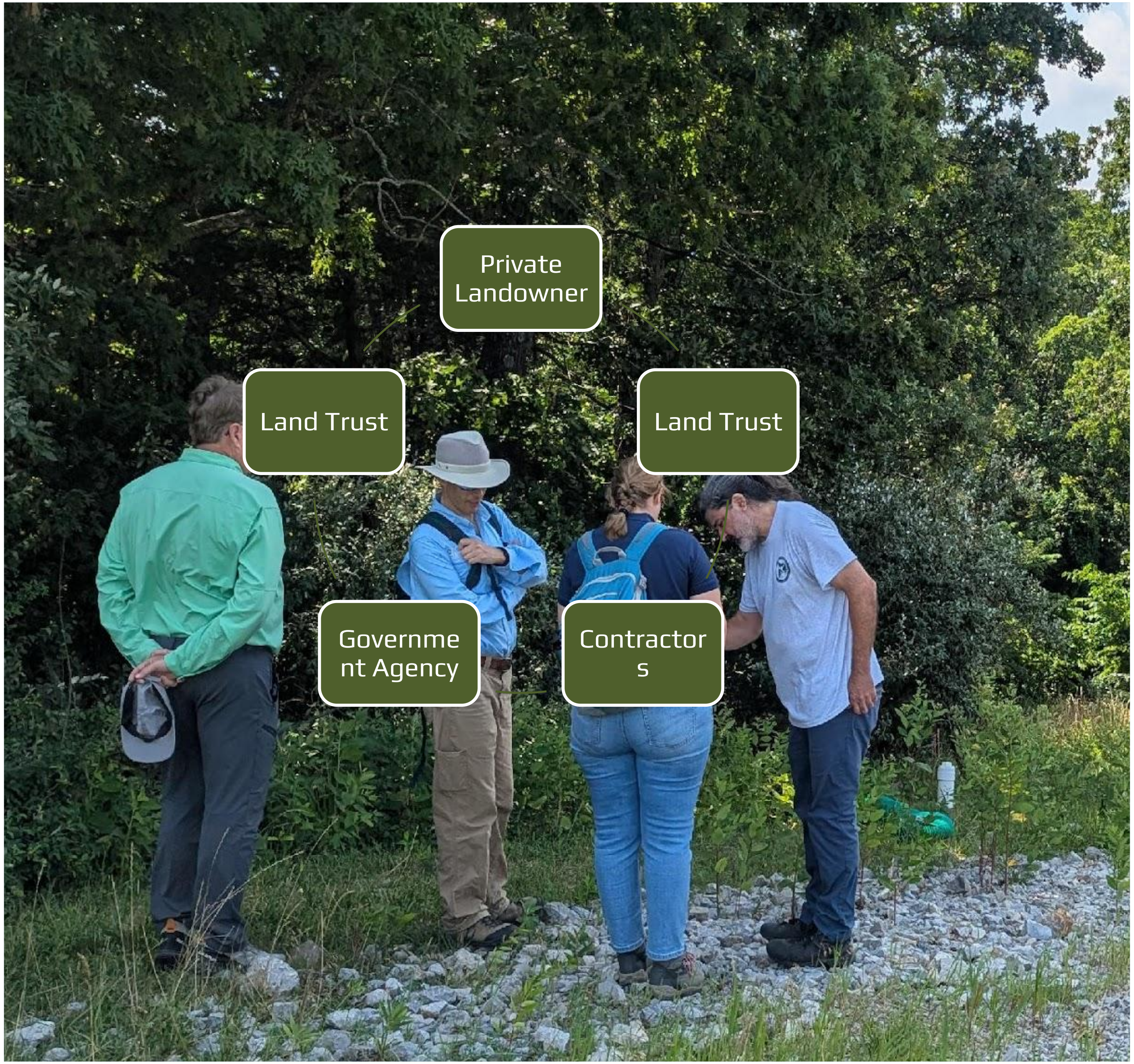
- Clear reimbursement structure
- Due diligence responsibilities
- Acknowledgement of involvement
- Short-term management plan

Shared

- Communication
- Grant requirements
- Solutions to title problems

Government

- Authority to acquire
- Budget approval
- Due diligence requirements (internal and external)
- Required State Approvals



Importance of Communication and Relationship Building

- Start early and maintain frequent communication
- Ensure an efficient flow of information in each direction
- Manage expectations

  "Under promise, Over deliver"


Questions?