

Kingsburg Coastal Conservancy

Policy #: 9J

Effective date: 30 October 2016

Revised: NA



All policies and procedures are approved by the Board Members of the Kingsburg Coastal Conservancy and remain in effect as written until amended or revoked by the board.

9J – Procedure: Purchasing Land

Purpose: To guide the board in land acquisition and ensure purchase price is determined or negotiated in a consistent and fair manner.

Scope: This policy applies to the determination of purchase price for land.

Responsible party: chairperson and/or treasurer

Policy contact: kcc@kccns.org

Procedure

I. Introduction

The Kingsburg Coastal Conservancy (KCC) is committed to conserving Nova Scotia's coastline and safeguarding public access while increasing its capacity and ability to secure and steward land in perpetuity.

The KCC will continue to secure strategic properties for conservation and public access, through donations and purchases. The KCC will work with willing property owners, municipalities, and partners to acquire the best possible land for conservation.

The acquisition of new property will be dependent on a number of factors, including the expense associated with the acquisition, the availability of funds, and if it meets the KCC's land acquisition criteria. During land acquisition negotiations and procedures, the board will adhere to the following guidelines:

1. If the KCC decides to look into buying a property, or if a landowner approaches the KCC with the idea of preserving a property, the KCC will communicate openly with the landowner to ensure the process is transparent and fair. No relevant information known to the KCC will be withheld from the landowner.
2. The KCC will commission an independent appraisal of the market value of the property, whether donated or purchased for ownership. Properties are appraised using approved appraisal methods, typically using the direct comparative approach that estimates the market value of a property based on the sale of similar properties nearby. The purpose of the appraisal is help the KCC and landowner negotiate a fair purchase price, determine the fair market value of a donation for issuance of a tax receipt in accordance to Canada Revenue Agency requirements, and provide donors with transparent information about acquisition costs.
3. All board members will act within the KCC's Conflict of Interest policy when assessing potential acquisitions and determining a fair purchase price, to ensure there are no ulterior agendas or benefits to board members or other people who may influence the decisions of the KCC.

II. Procedure

Donation of land

In the case of a donation of land, the landowner may be asked to provide written confirmation including a letter of intent indicating the commitment to offer the property to the Kingsburg Coastal Conservancy, a copy of the deed to the land, a copy of the property tax assessment, and a survey.

Purchase of land

The KCC will generally not pay more than \$3,000 for a piece of land. Typically, the KCC will determine the purchase price in one of the following three ways:

1. A nominal purchase price may be determined through negotiation with a landowner who wishes to have their land conserved.
2. The KCC may purchase land at public auction.
3. If a property of interest is listed for sale, the KCC may compete on the open market against other interested buyers. The KCC may purchase a property at up to five percent above the appraised value however, the purchase of a property at market value or above market value will be rare, as the KCC needs to utilize limited conservation funds responsibly. The KCC will rarely consider a piece of land listed for more than \$50,000.

III. Key words and definitions *(to be determined)*

IV. History

The KCC established this policy as part of the Other Qualified Organizations (OQO) Capacity Development Funding Program, supported by the Nature Conservancy of Canada (NCC).