

# *Acquisition Strategies and Perspectives*

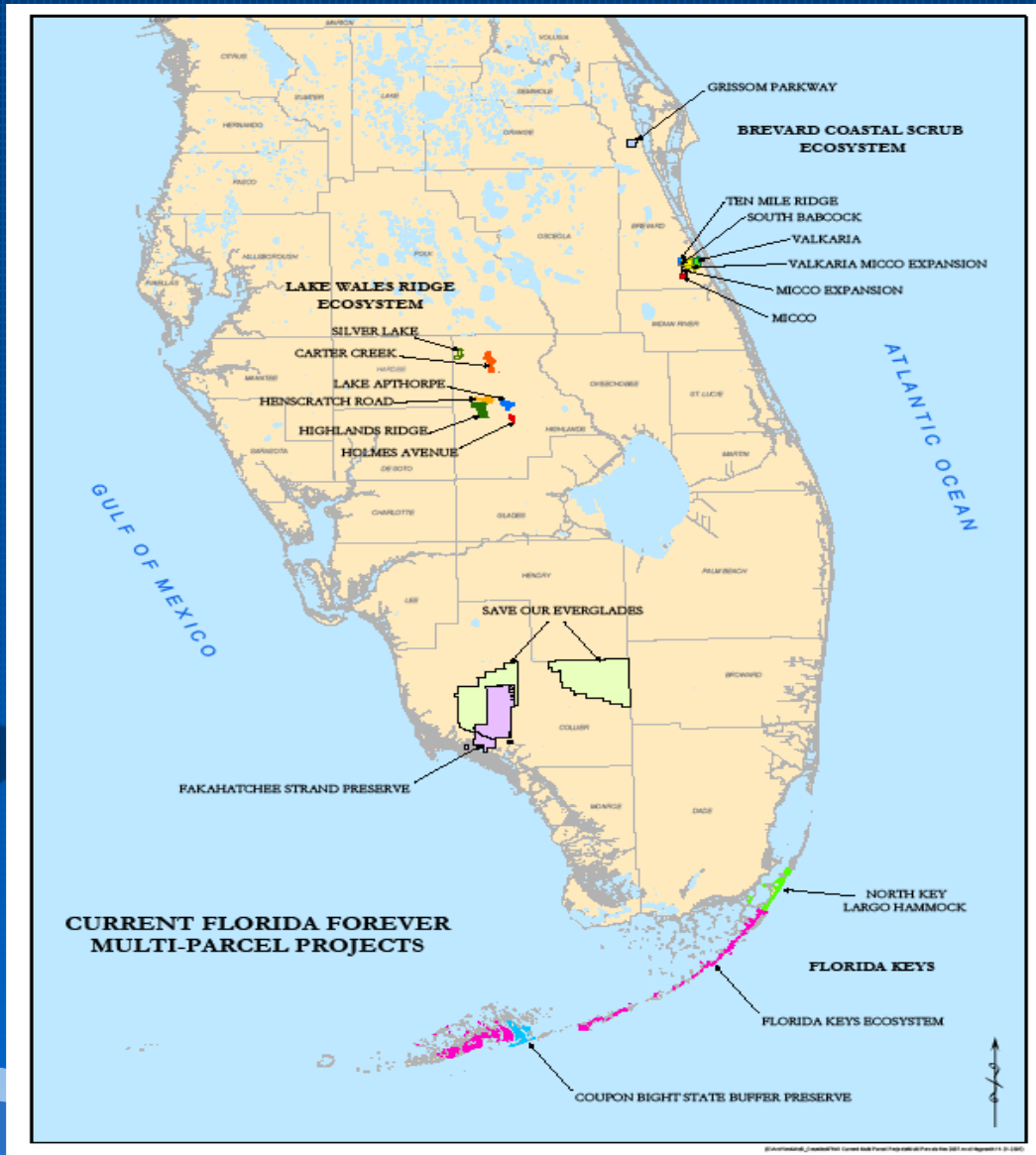
## **Multi-Parcel Projects**



# DEP Experience

- 1974 - Environmentally Endangered Lands
  - Cayo Costa Island
  - South Savannas
- 1984 - Conservation & Recreation Lands
  - Fakahatchee Strand
  - Golden Gate Estates
  - Rotenberger
- Florida Preservation 2000
  - Lake Wales Ridge
  - Florida Keys Ecosystem

# Current Multi-Parcel Projects



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# Acquisition Challenges

## Where to start?

- Most important resource areas
- Most willing sellers
- Most threatened by development
- Connectivity
- Management needs

## How to process?

- Contract services – negotiation, closings
- In-house staffing
- Contract closings only
- Mass mail-outs, personal contacts, individual mailings

# Management Concerns

#1

Access for  
legitimate  
landowners  
& friends

#2

Who owns  
what – survey  
challenges

#3

Trespassing &  
encroachments

#4

Illegal  
dumping,  
hunting,  
harvesting

#5

Fire and  
water  
management  
activities

#6

Invasive  
plants & feral  
animals

#7

Development  
of inholdings

#8

ATV use

# In-house Process

#1

Project team selects area on which to focus acquisition efforts

#2

Order/update Maps and appraisals

#3

Develop acquisition strategy

#4

Make owner contact

#5

Follow-up letters and postcards

#6

Answer calls and letters/cards from owners

#7

Gather documents from willing sellers

#8

Prepare and execute contracts for closing

# Southern Golden Gate Estates

#1

55,247 acres in original boundary

#2

17,000  
ownerships of  
19,992  
parcels

#3

## Sequence of acquisitions:

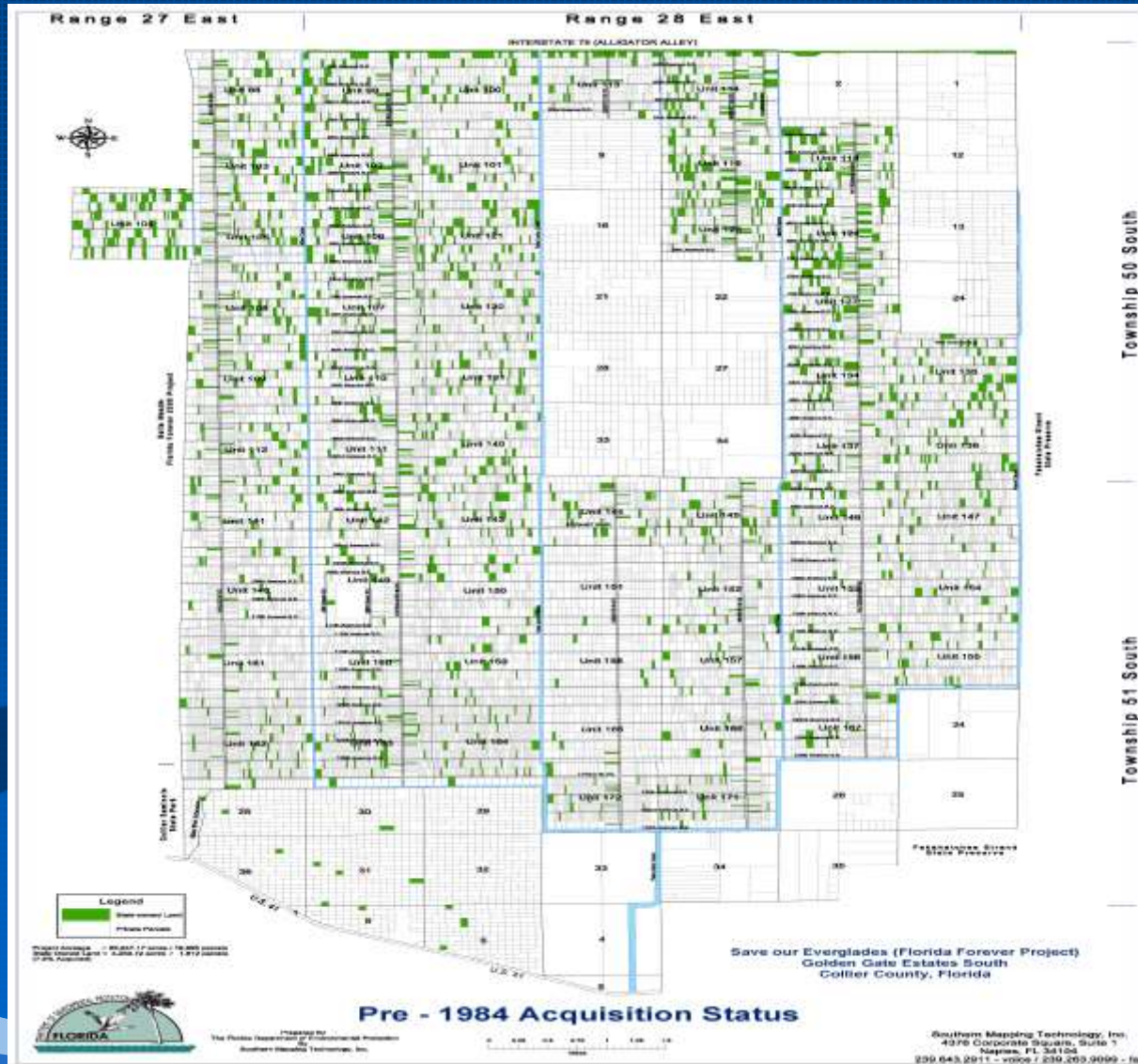
- Willing sellers
- FDOT severance for I-75 / Alligator Alley
- Tax deed sales & probate issues
- Offer more than appraised value
- Farm Bill & relocation reimbursements
- *Eminent Domain – LAST RESORT!*

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# Southern Golden Gate Estates



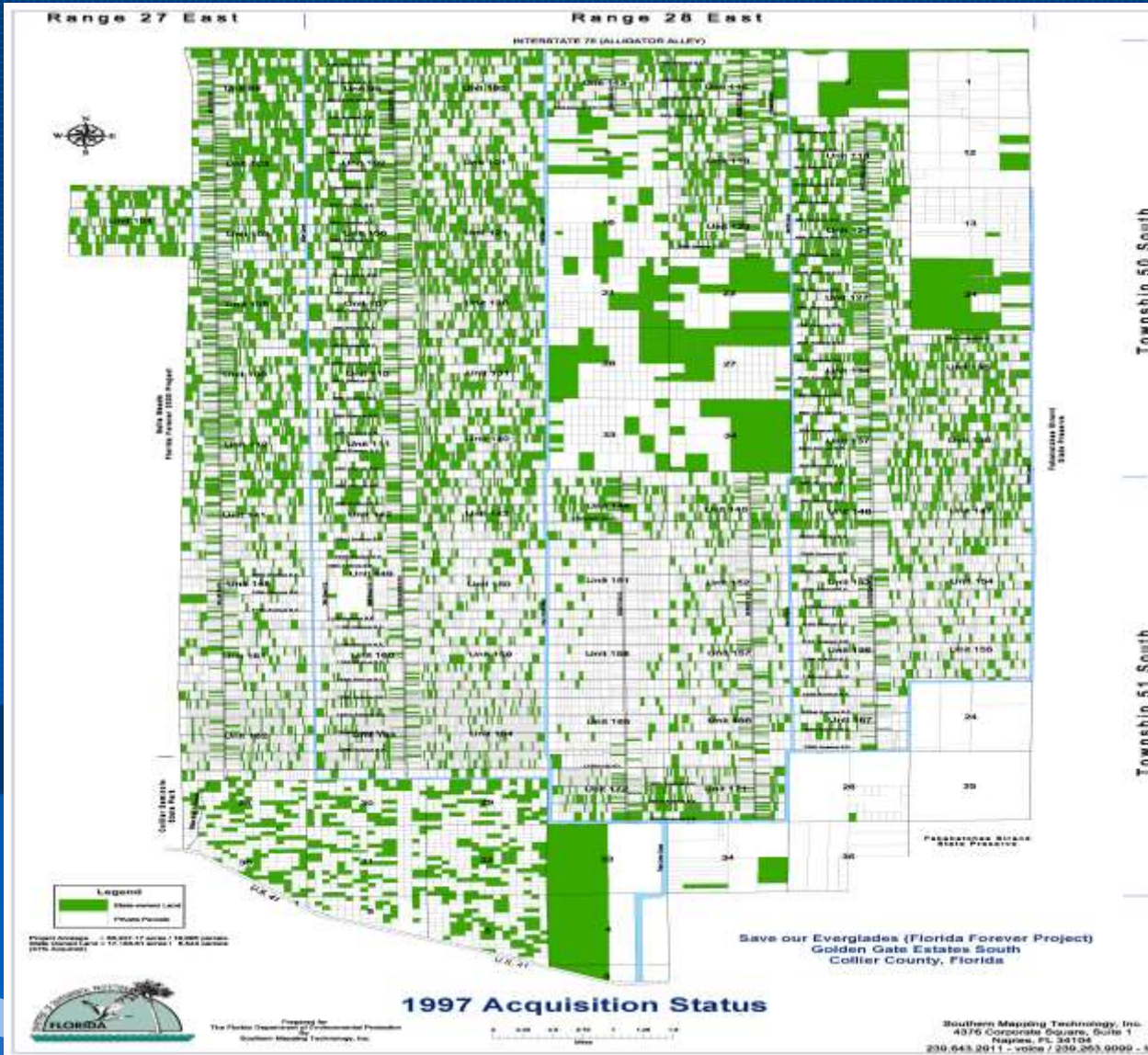
Year

1984





# Southern Golden Gate Estates



Year

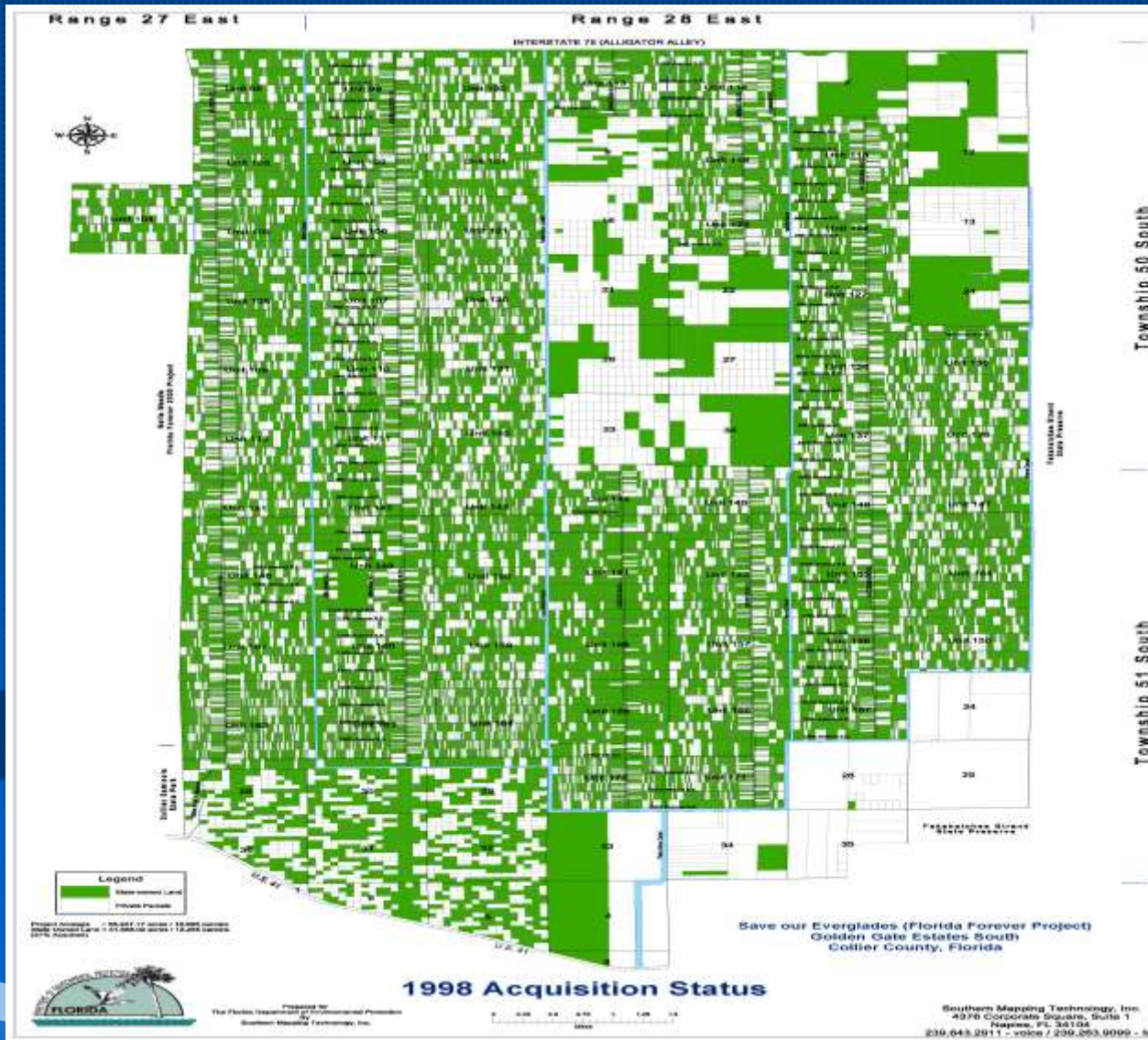
1997

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# Southern Golden Gate Estates



Year

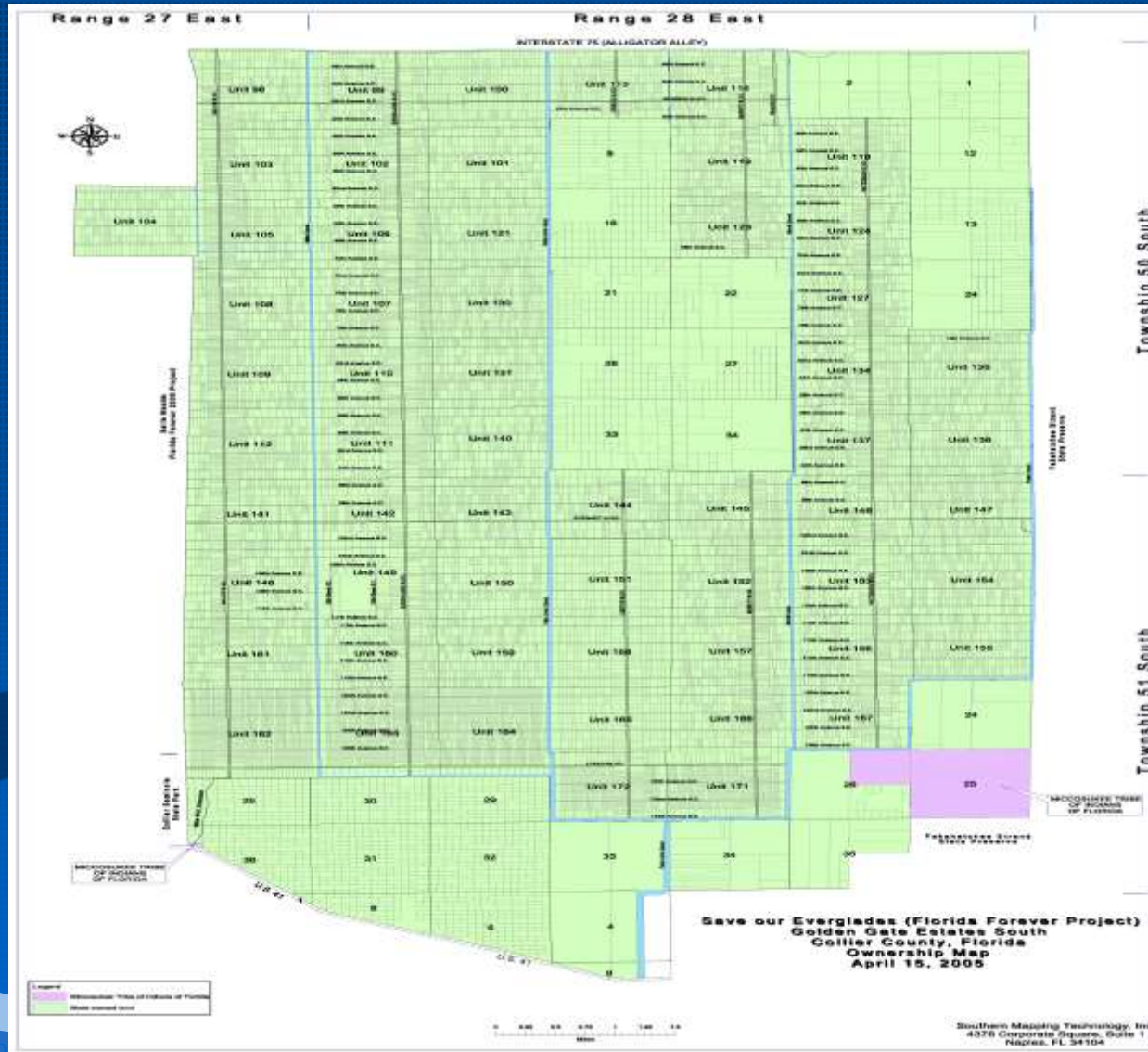
1998

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# Southern Golden Gate Estates



Year

2005

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# ***Needed Acquisition Tools***

Exchanging lots to consolidate tracts

Offers above appraised values based on relative resources

Negotiation timelines are important

Multiple funding sources & partners

County tax collector notice of state's acquisition interest with tax bill

Partnerships with county, state and federal offices

# Lessons Learned

#1

Acquisition efforts  
require planning  
and perseverance

#2

Flexibility of  
funding options  
beneficial

#3

Ability to pay  
more than  
appraised value

#4

Some will never  
be willing  
sellers

#5

Managing of  
Contractors  
needed

#6

Managing agencies  
have differing goals,  
concerns and  
challenges

# Questions and Answers



*December 2007*

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