

What Do We Do with This Building?

Advancing Conservation Projects
that Include Structures

Stephen O'Grady, Executive Director,
Orleans Conservation Trust

John Chester, Real Estate Project
Manager, Buzzards Bay Coalition



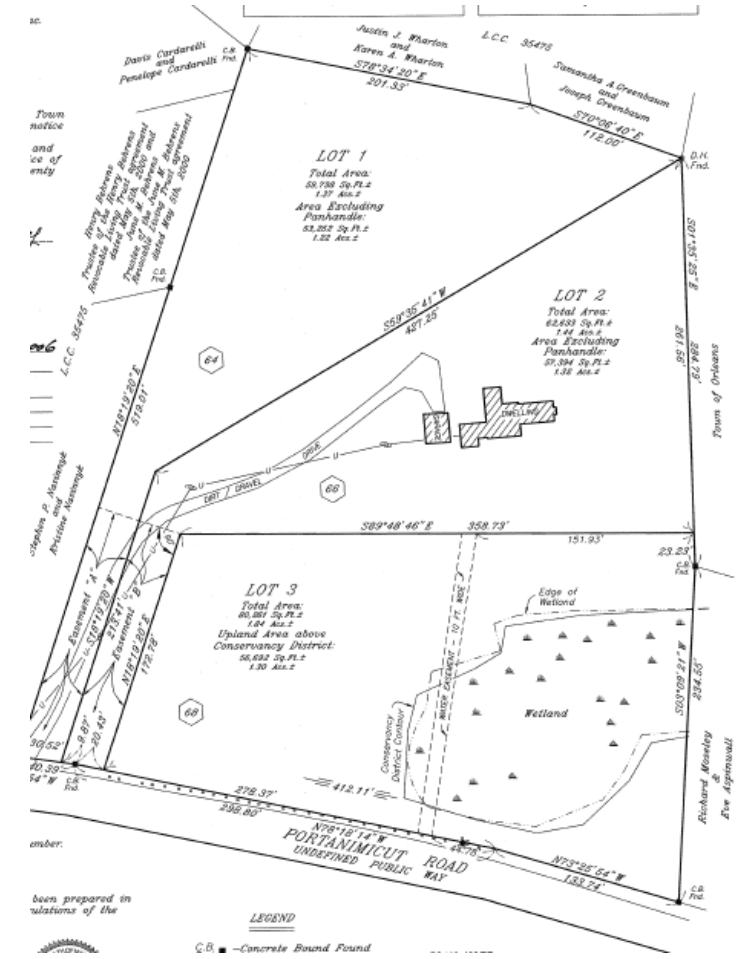
Why bother with buildings?

- Undeveloped land is limited, and so are acquisition opportunities
- Reimagine development patterns
- Proactive approach to land protection
- Restoring paradise from parking lots
- Partnership and PR opportunities



To keep or not to keep?

- Building location
- Size, condition, value, age
- Suitability for use
 - By the land trust
 - For housing (income generating?)
 - Permitting considerations (zoning, conservation, historic, etc.)
 - Moved off site?



To keep or not to keep?

- Could the LT re-sell the building(s)?
- How about the donor/seller's wishes?
- Try to answer these questions **BEFORE** closing



Due diligence

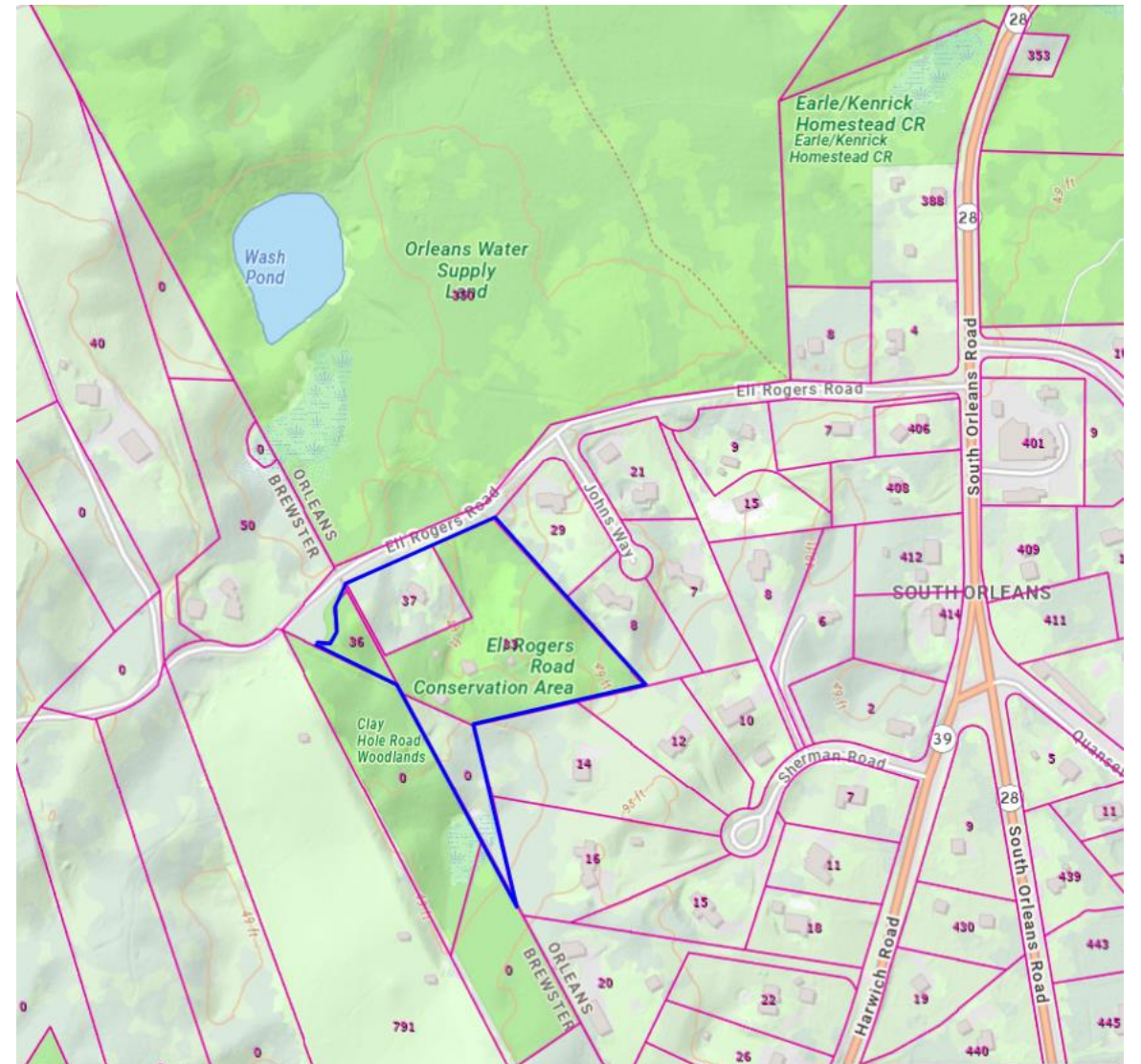
- Understand the scope of work
 - Check public files, research historical land use
 - Locate utilities, easements, involved parties
 - Decommissioning septic, locating cesspools
- Environmental testing
 - Phase I, Phase II environmental site inspections
- Indigenous resources & precautions during demolition
- Budgeting and planning for contingencies
- Protect your LT in P&S
- Understand project management commitment



Provincetown Independent – Wellfleet Historical Society

Case Study: Orleans Watershed Protection Project

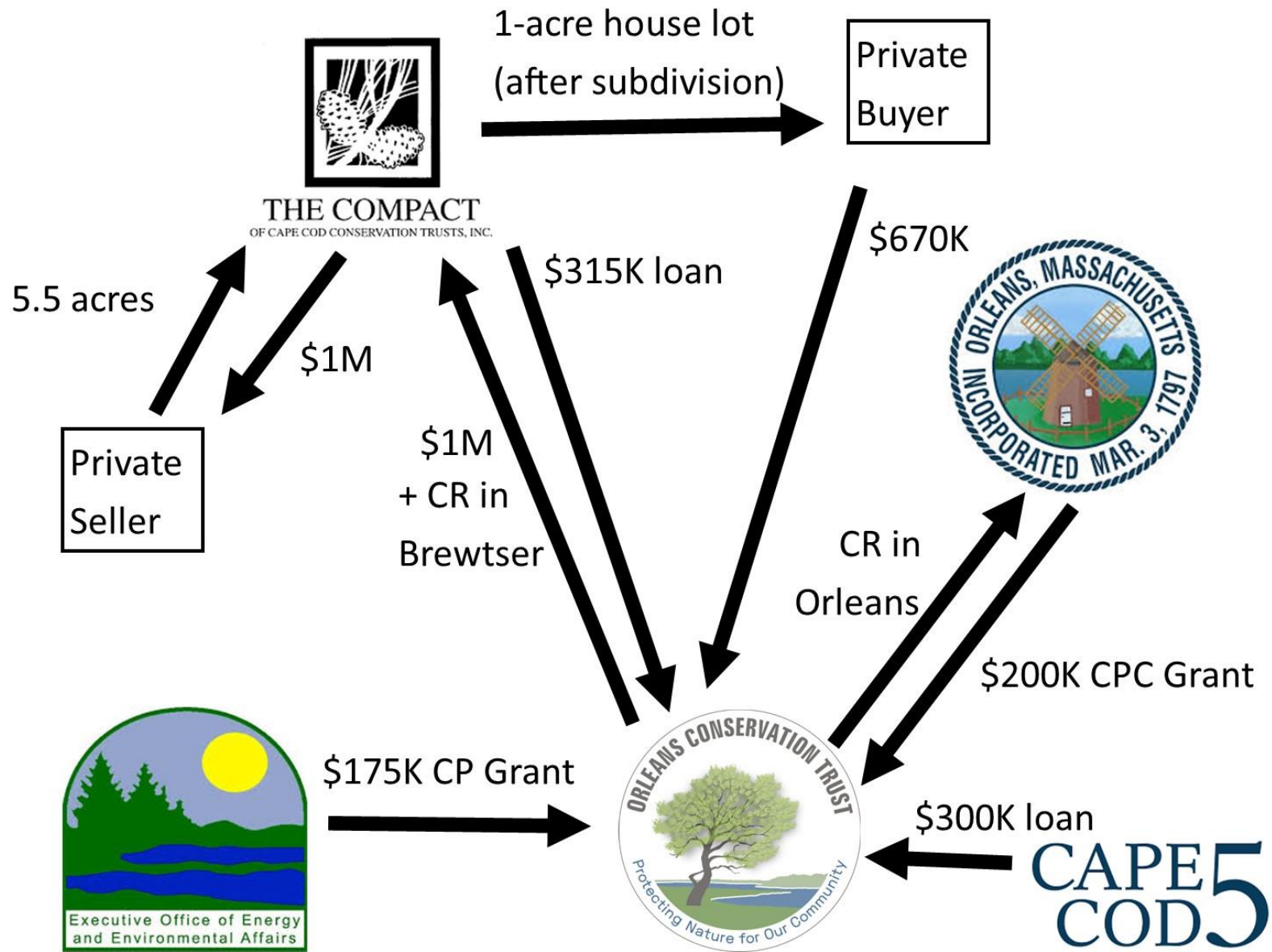
- Opportunity raised by friendly realtor
- 3 houses: 2 neglected cottages and a 4-bedroom home
- 5.5 acres, straddling Orleans/Brewster line, abutting Orleans Watershed (Zone 2)
- \$1M purchase price



Case Study: Orleans Watershed Protection Project



- Drinking water protection
- Habitat connectivity
 - Vernal pool wildlife habitat
- Possible future public access opportunities
- Reducing septic effluent in Pleasant Bay watershed



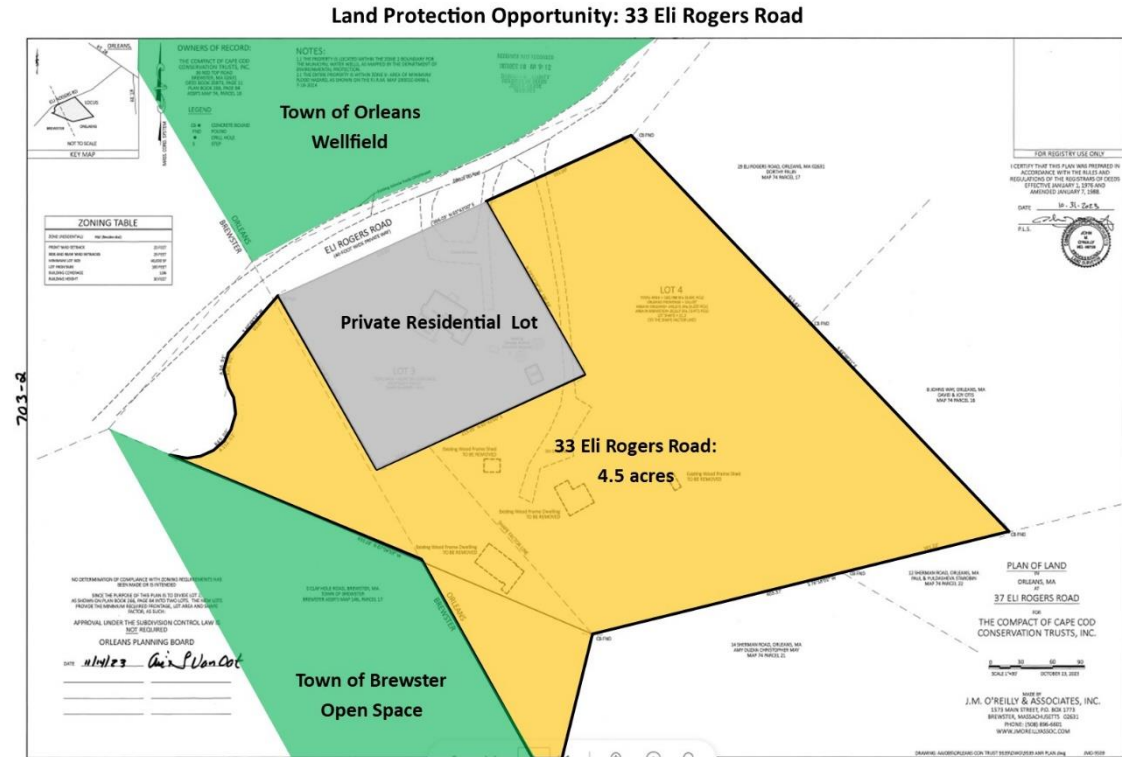
Case Study: Orleans Watershed Protection Project

- Complexities:
 - Housing: exploration of partnerships, staff housing
 - Demolition: asbestos, utilities
 - Parcel straddling town lines



Case Study: Orleans Watershed Protection Project

- Outcome:
 - Subdivided land to sell off 4-bedroom home on 1-acre lot
 - Demolished two cottages and reduced septic load in Zone 2
 - Protected 4.5 acres at a very reasonable price



4 bd | 2 ba | 1,846 sqft

37 Eli Rogers Road, Orleans, MA 02653

Sold

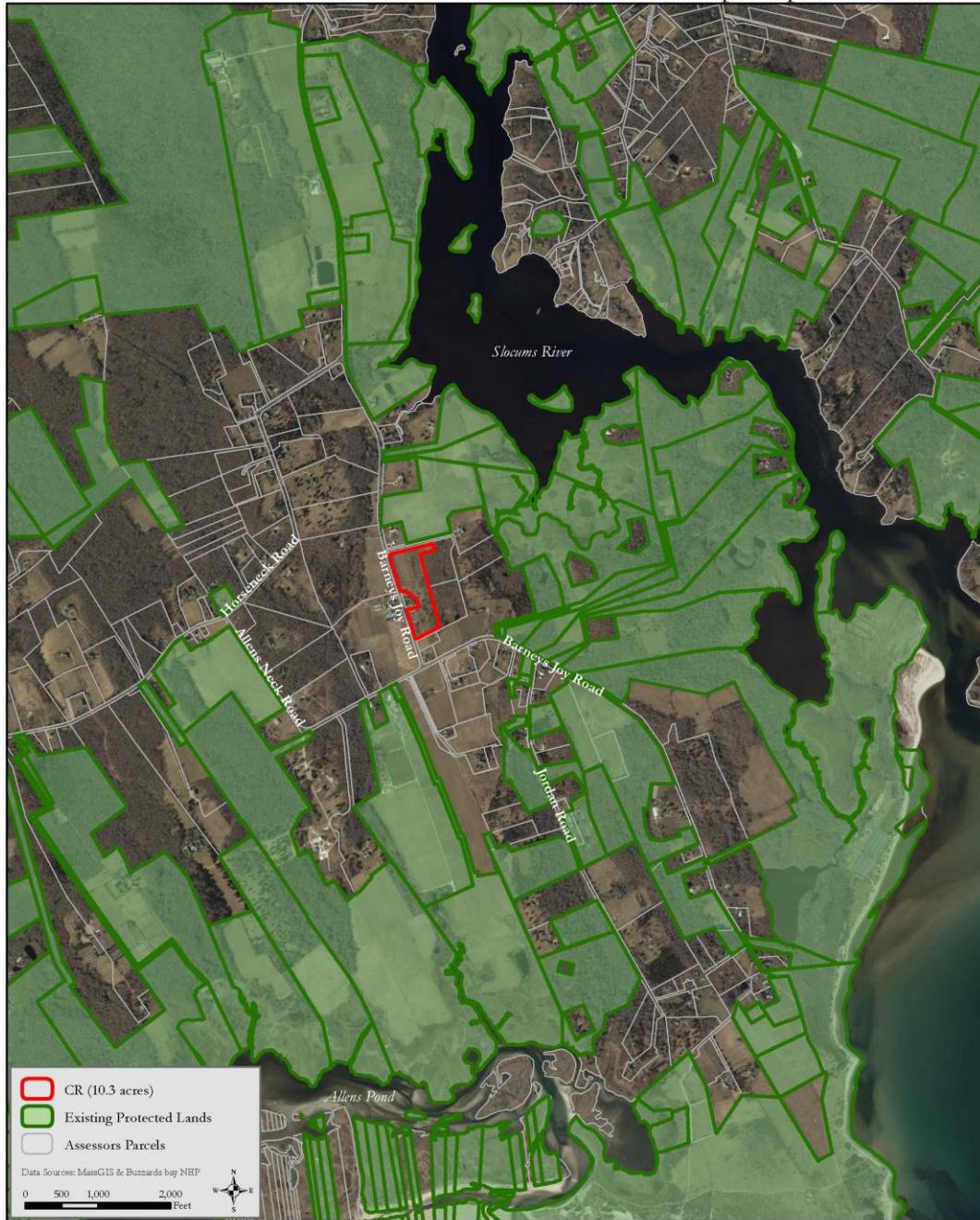
: \$670,000 | Sold on 03/13/24 | Zestimate®: **\$697,000**

Case Study: South Dartmouth Farmland Protection Project

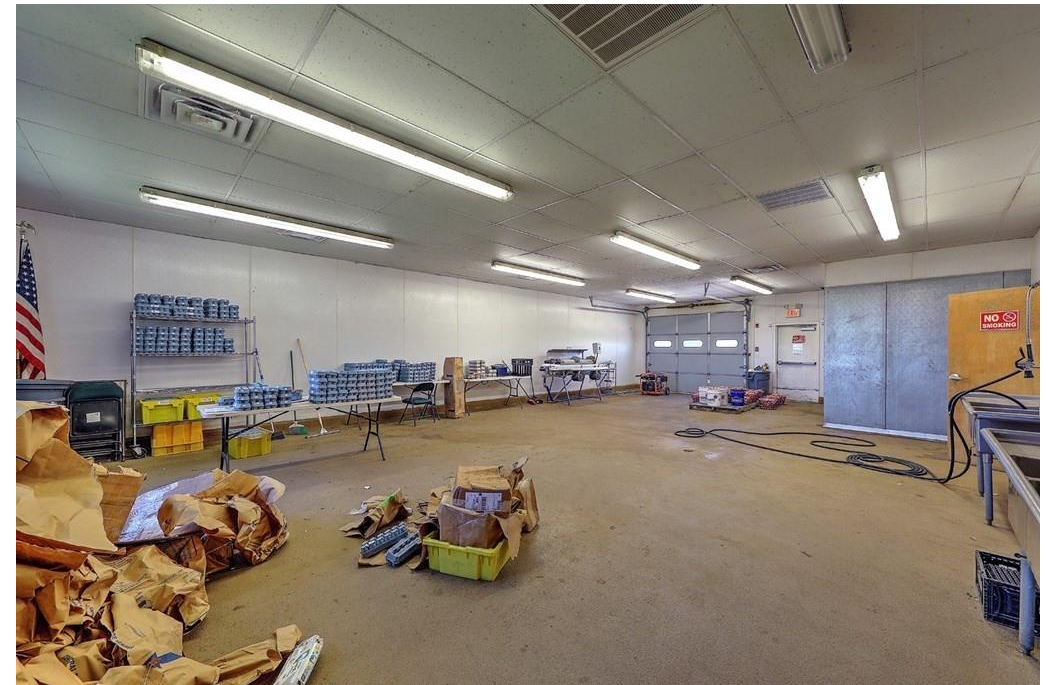


- 11.3 acres of fields, single family house & barn. CR placed on fields, house and barn excluded
- Funding –Rental of house, barn & fields, USDA-NRCS ALE (BPS), private funding, resale of protected property
- Maintenance of structures & site, tenant management, resale process

Wainer Farm Conservation Restriction, Dartmouth - Open Space Context



Wainer Farm Conservation Restriction, Dartmouth



Timeline

Property listed for sale in 2022.
High likelihood of conversion to denser use.

Facilitated USDA-ALE-BPS
Applied Late 2022

Coalition stepped in as interim
landowner – March 2023.

Rented house to staff, then market
rental.

Fields and barn rented to local
farmers.

Subject put out to bid (RFP) in
May 2024.

Resale of property and sale of CR
closed December 2024.



Project Summary

Protected 10.3 acres of prime agricultural soils.

Reduced future nitrogen load on Slocums River watershed .

Adds to existing protected lands in the immediate area.

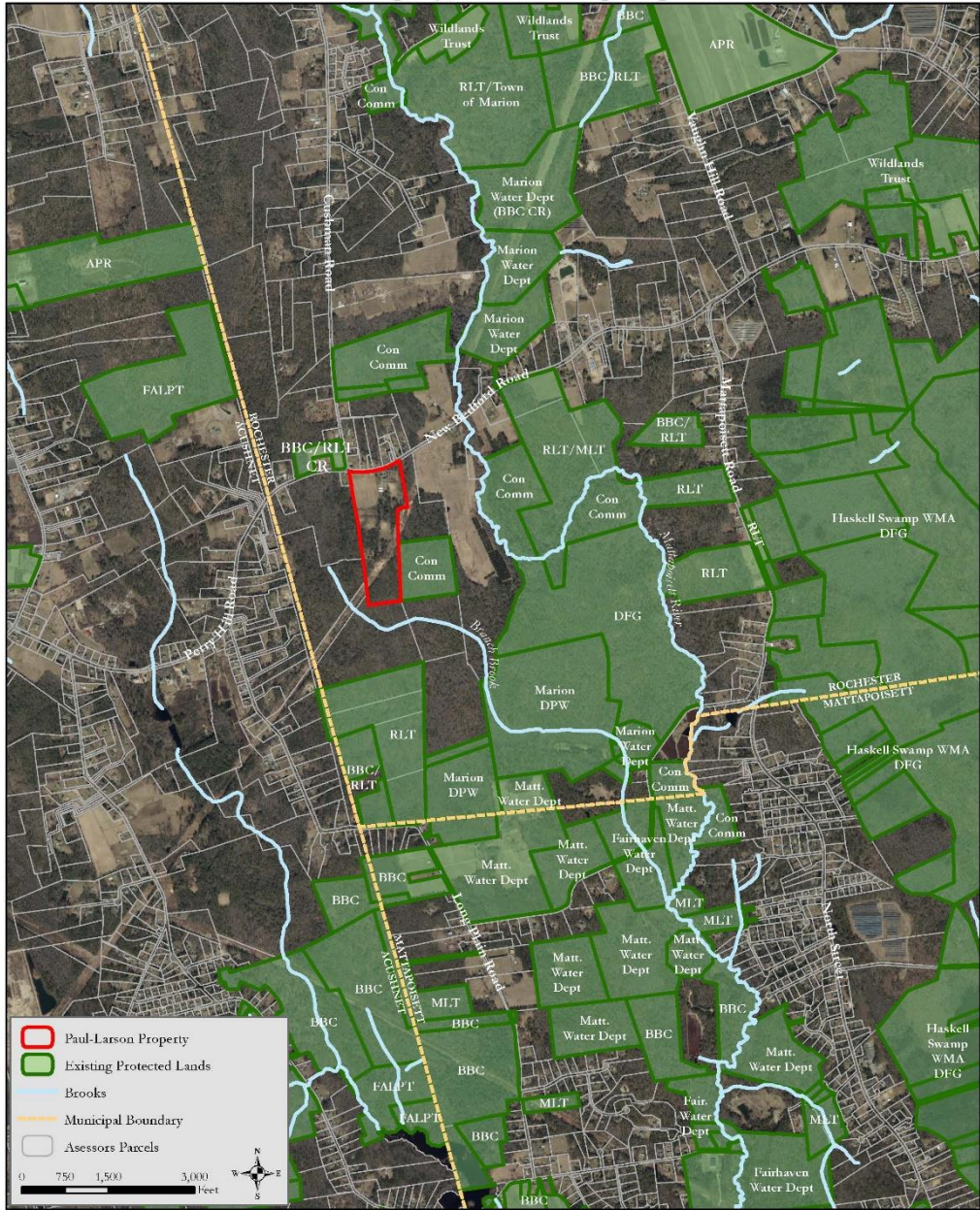
Facilitated land access & transfer to underserved community members

Case Study: 2024 Drinking Water Protection & Farm Resale Project – Rochester, MA



- 35.6 acres total - CR to be placed on majority of forest & fields, 7.4 acre “farmlet” resold to local farmer
- Funding - Resale of “Farmlet”, Sale of CR to municipal partner
- Maintenance of structure & site, occupant management, subdivision process, resale of parcel.

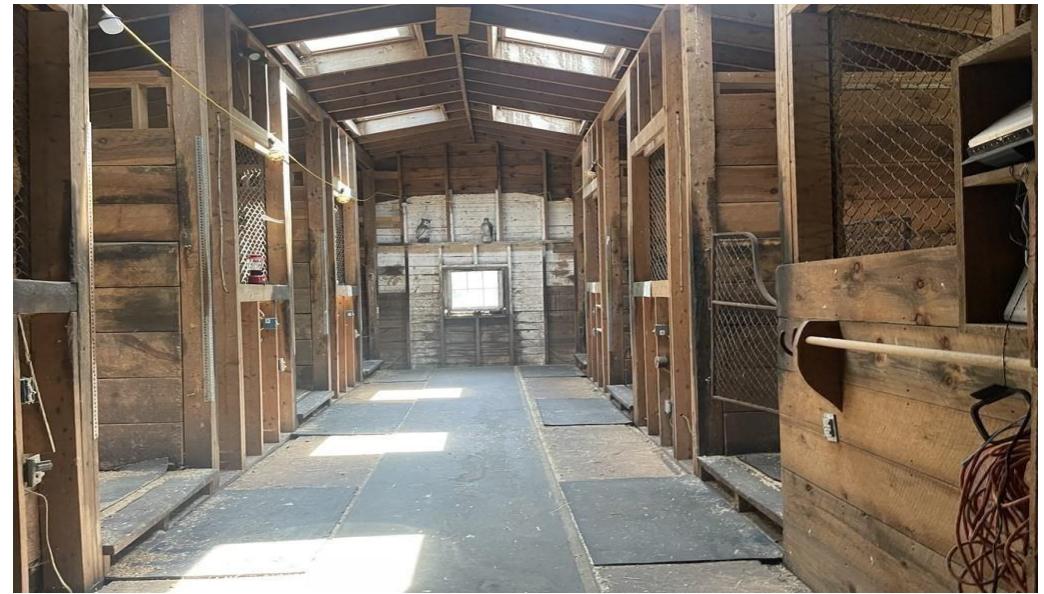
Paul-Larson Property, Rochester - Open Space Context



Map prepared by: Buzzards Bay National Estuary Program, 81-B County Road, Suite E, Mattapoisett, MA 02739. www.buzzardsbay.org January 22, 2024



Paul Property, Rochester





Project Summary

Protected 27 acres of fields, forested wetlands & uplands in the Mattapoisett River Valley.

Adds to protected lands in a Zone 2 drinking water well recharge area.

Allows for continued compatible agricultural use of a portion of the protected lands.

“Farmlet” resold to a local agricultural producer, plan to lease additional ag fields.

Pros

- Income Stream
- Wider Net
- Housing Supply
- Outreach
- Value

Cons

- Labor
- Maintenance
- Complicated Projects
- Risk
- Hard Costs



Thank you!
Questions/Comments?



Stephen O'Grady, Executive Director,
Orleans Conservation Trust
John Chester, Real Estate Project Manager,
Buzzards Bay Coalition