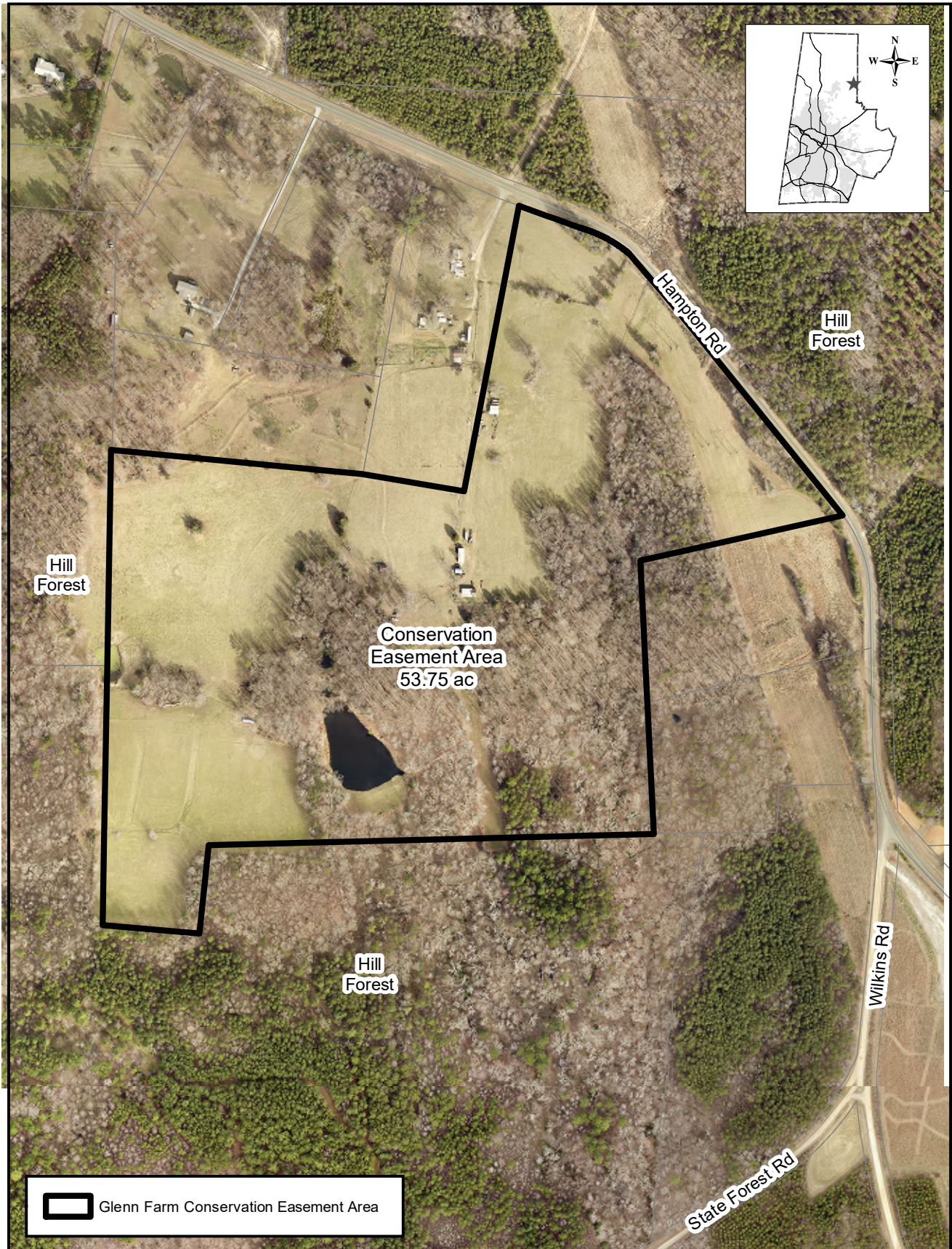
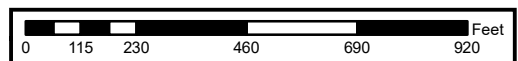


# Attachment 1 - Glenn Farm - Easement Aerial

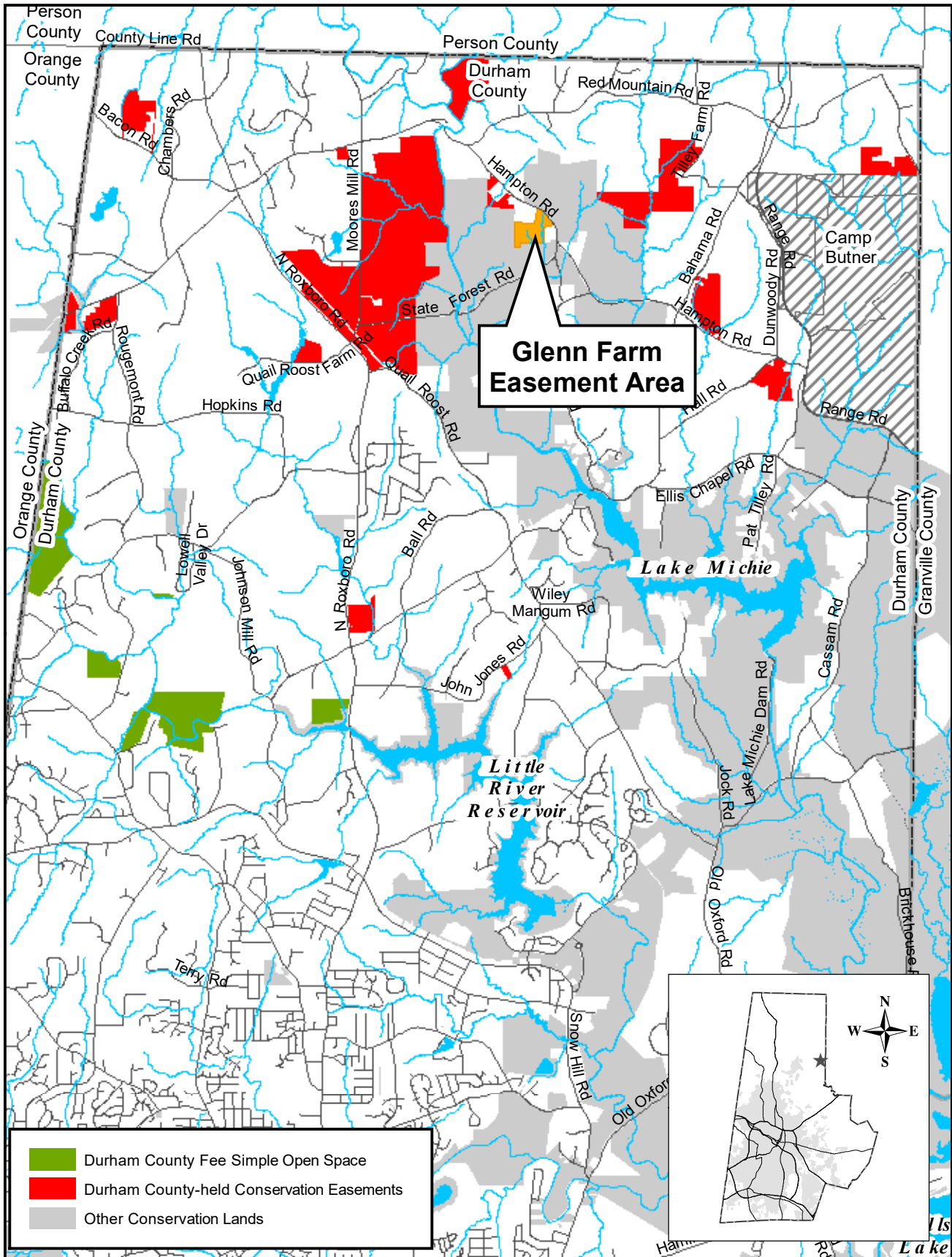


Engineering and  
Environmental Services  
Open Space & Real Estate Division  
(2017 Aerial Imagery)

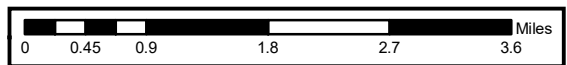




## Attachment 2 - Glenn Farm Location



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### Attachment 3— Glenn Farm



View of Glenn Farm from Hampton Road



Owner, Alston Glenn



Mr. Glenn's 16 year old Watusi cow



Hayfield on Glenn Farm

10/16/2019

## Attachment 4

### Glenn Farm Conservation Easement

53.75 acres

Overall Budget	
Easement Value	\$ 223,100.0
Associated Project Costs - including surveys and appraisals	\$ 12,700.0
Closing Costs (estimated)	\$ 2,800.0
<b>Total Costs</b>	<b>\$ 238,600.0</b>

Funding Sources	
Federal NRCS ALE Grant Award (50% of approved easement value)	\$ 111,550.0
Durham County - Easement Cost (50% of approved easement value)	\$ 111,550.0
Durham County - Closing Costs	\$ 2,800.0
Durham County - Transaction and Project Costs	\$ 12,700.0
<b>Total Funding Sources</b>	<b>\$ 238,600.0</b>

Total Cost to Durham County \$ 127,050.0  
Durham County Cost per acre \$ 2,363.7





## Durham County Farmland Protection Program



### Determining the Value of a Conservation Easement

The value of a conservation easement is determined by a qualified appraiser who will be hired by Durham County. The valuation process has the following steps:

1. First, the appraiser will look at the farm to come up with his/her estimate of the likely value of the property if it was sold on the regular market place without restrictions, called “fair market value”. This analysis looks at recent land sales in the area, and factors in characteristics such as the property’s location, size, access, surrounding land uses, and development potential.
2. Next, the appraiser will look at the same property and its likely value if it was purchased with the easement restrictions in place. The appraiser will need a general list of major easement restrictions, such as how many home sites are still possible, what uses can still be made of the property, etc. The appraiser will then use their educated judgment to estimate what the property would be worth on the open market place if it was sold with these restrictions in place. This value is typically substantially less than the unrestricted “fair market value” of the property.
3. The difference between the two values derived above is considered the value of the easement rights. If the property owner is willing to sell the conservation easement for less than its appraised value, the difference is called a “bargain sale” which can have advantages on federal and state taxes as it is considered a “charitable donation”. See the examples below:

#### Example of the Appraised Value of a Conservation Easement on a 100 acre farm:

<b>1. “Fair Market Value”:</b>	
Value of the farm without easement (100 acres x \$5,000 /acre)	<b>\$500,000</b>
<b>2. Value after the Easement is conveyed:</b>	
Value of the farm with easement restrictions in place (100 ac x \$1,500 /acre)	<b>- \$150,000</b>
<b>3. Value of the Easement rights:</b>	<b>= \$350,000</b>
Reduction in market value due to the easement restrictions	

#### Example of a “Bargain Sale”

<b>1. “Fair Market Value” of the Easement:</b>	<b>\$350,000</b>
As determined by the process above	
<b>2. Amount that the landowner wishes to receive:</b>	<b>- \$250,000</b>
<b>3. “Bargain Sale” Value:</b>	<b>= \$100,000</b>
This donated value may be considered a charitable donation on federal taxes.	