

# *What Makes a Good Application?*

## Morris County Open Space Trust Fund



# Qualities of Successful Applications



- ✓ Start with a plan for your project!
- ✓ Complete the application form and provide supporting information
- ✓ Conduct a public hearing and include minutes addressing any public comments on the application
- ✓ Submit an appraisal with the application
- ✓ Provide detailed financial information, including evidence of all financial commitments
- ✓ Include a funding partnership for your project

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# Qualities of Successful Applications



Your plan should address eight critical questions:

- 1) **WHAT** will be purchased?
- 2) **WHY** will it be purchased?
- 3) **WHO** currently owns the property?
- 4) Is the owner **WILLING** to sell?
- 5) **HOW** will the land be used?
- 6) Address how any **STRUCTURES** on the property will be used, and include if any **DEMOLITION** funds will be requested.
- 7) How will the purchase be **FINANCED**, including other funding partners?
- 8) **WHEN** will closing occur?

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# Morris County Open Space Trust Fund



The Municipal and Non-Profit Program has been a *significant* funding partner in land preservation since its inception in 1994:

- Cumulative Total Cost of Land, all preserved projects = \$ 424,210,703
- Cumulative Grants Awarded, all preserved projects = \$ 203,315,146

Morris County cost share percentage =

**47.93 %**

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# Site Visit



## The Open Space Trust Fund Committee will visit the site -

- 1) Show the Committee what is subject to the grant application
- 2) Be organized and know what to highlight if the property is large
- 3) Time frame is limited
  - Provide brief introduction and allow majority of time for committee visit
- 4) Limit applicant attendees and have one main speaker
- 5) Site visit will be in closed session
  - No public, press or property owner!
- 6) Address the **STRUCTURES** on the property and proposed use(s)
- 7) Review **FINANCING** for project, addressing other funding partners
- 8) Review timeline - **WHEN** will closing occur?

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# Final Presentation



- Last opportunity to pitch for your project funding!
- Highlight any changes since application was submitted:
  - Is the project under contract?
  - Is there a willing seller?
- Review the status of other funding partners
  - Provide financial commitments once available
- How likely is closing?
- The final presentation will also be in closed session
  - No public, press or property owner!

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# Questions?



- Although not required, a pre-application meeting is highly recommended to discuss the complexities of the application
- This program has partnered and coordinated with other Trust Fund programs to:
  - Expand County parks
  - Preserve farmland and historic properties
  - Acquire flood-prone properties
  - Acquire trail easements

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# Contact Information



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