

REQUEST FOR PROPOSAL
Conservation Easement Appraisal

Proposal Deadline: Friday, November 8, 2024 by 5 PM

Background Information:

Eastern Shore Land Conservancy (ESLC), The Nature Conservancy (TNC) and the U.S. Navy are working with Glenn Frost to determine the value of Conservation Easements for his properties in Dorchester County, MD. The goal is to preserve these properties by way of a Conservation Easement to be held by ESLC and the United States of America, to the Use of the Department of the Navy. Conservation Easements place covenants on the property title that restricts the future use and development of the land. Conservation Easements run with the land and bind all future property owners to the same restrictions. Drafts of the Conservation Easement language will be provided to selected contractors and for reference during the appraisal analyses.

The parcels cover a total of ±1,997.795 acres in Dorchester County. Details regarding the parcels are located in the attached Parcel Summary and map.

Owner: Multiple (see attached Parcel Summary)

Property: Multiple (see attached Parcel Summary)

Client: Eastern Shore Land Conservancy

Project Contact: David Satterfield
Eastern Shore Land Conservancy
114 S. Washington St. Suite 101 Easton, MD 21601
410-422-1996
dsatterfield@eslc.org

Description of Work to be Performed:

Proposal shall be submitted to the Project Contact by the Proposal Deadline and shall include cost estimates and not to exceed rates for the appraisal work, as well as, an estimated time of completion.

The appraisal to be completed shall comply with the Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book Standards which are compatible with standards and practices of both the appraisal industry and current edition of the Uniform Standards of Professional Appraisal Practice (USPAP) to constitute a complete appraisal. The report shall contain the highest and best use when analyzing market value of the property before and after placing the Conservation Easement on the land.

ESLC is requesting 6 separate reports for this project, one for each of the 6 separate entities that hold fee title on the subject properties. Furthermore, for the Coles Creek Holding, LLC and Worlds End Farm, LLC properties, where multiple parcels already exist, ESLC is requesting a more detailed analysis, as follows:

- 1) **A conclusion of conservation easement market value for each *larger parcel* the appraiser determines to exist; and**
- 2) **A separate conclusion of conservation easement market value for each of the subject's 8 parcels (i.e., a separate valuation analysis and conclusion of value for each subject parcel).**

For example, if the Appraiser determines that there are 5 larger parcels, then the Appraiser must develop a separate market value for each of the five larger parcels and separate value conclusions for each of the 8 identified subject parcels. If the Appraiser alternatively determines that there is only 1 larger parcel, then the Appraiser must develop a separate market value for the entire subject property (1 larger parcel) and separate value conclusions for each of the 8 identified subject parcels. The need for separate appraisals of each of the 8 subject parcels stems from the fact that one or more of the subject parcels may be deemed inappropriate to acquire or the seller may decide against inclusion of one or more parcels in the conservation easement and separate values for each subject parcel will enable the parties to remove one or more parcels from the transaction.

Deliverables:

Supply a PDF of proposed appraisal work to Project Contact.

If commissioned to perform appraisal: Supply PDFs of the appraisals that conforms to the standards outlined above to the Project Contact. Once the electronic appraisal has been received and reviewed by the Project Contact, provide a hard copy of the appraisal to Eastern Shore Land Conservancy.

Confidentiality:

All details concerning ESLC projects are considered confidential information until the conservation easement has been recorded in the land records. As such, ESLC expects all contractors working on said projects to adhere to strict confidentiality regarding project details, unless necessary for the completion of the contracted work or with permission from the project contact. Failure to do so may result in legal action.

Contract and Billing:

Include a client signature line for proposal acceptance to engage in appraisal work.

The invoice for appraisal work performed shall be billed to ESLC, attn. David Satterfield. The invoice shall reflect the proposed estimated costs and comply with the not to exceed rates.

Appraiser Qualifications:

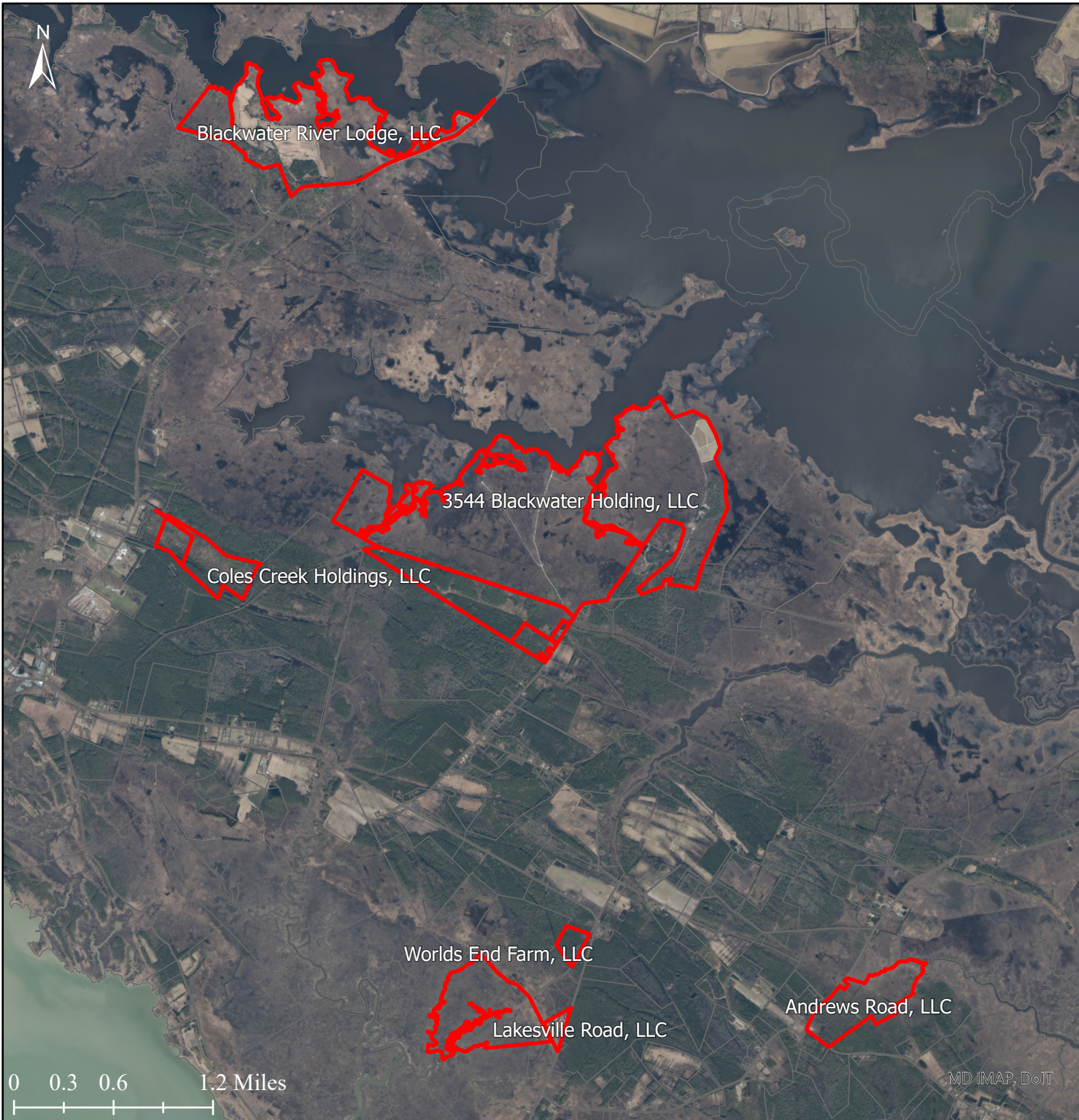
Please include a summary of your qualifications with the proposal. At minimum the Appraiser must meet the following qualifications:

- Must be a current certified Real Estate Appraiser in the State of Maryland.
- Must be qualified to meet Yellowbook and USPAP Standards.
- Must have experience in raw land appraisals.
- Must have experience in Conservation Easement appraisals.

Please contact the Project Contact with any questions.

Parcel Summary

| Frost Parcels | | | |
|-----------------------------------|-----------------|--------------|-------------|
| Golden Hill | | | |
| Owner Name | SDAT Acres | Map Parcel | Plat Ref. |
| Blackwater River Lodge LLC | 353.97 | 0070 0001 | - |
| Blackwater | | | |
| Owner Name | SDAT Acres | Map Parcel | Plat Ref. |
| 3544 Blackwater Holding LLC et al | 1,091.20 | 0078 0028 | - |
| Coles Creek Holdings LLC | | | |
| Owner Name | SDAT Acres | Map Parcel | Plat Ref. |
| Coles Creek Holdings LLC | 125.18 | 0078 0040 | 0051 0164 |
| Coles Creek Holdings LLC | 18.22 | 0078 0031 | 0045 0128 |
| Coles Creek Holdings LLC | 0.93 | 0086 0095 | - |
| Coles Creek Holdings LLC | 3.8 | 0078 0008 | - |
| Coles Creek Holdings LLC | 68.79 | 0078 0018 | - |
| Coles Creek Holdings LLC | 21.3 | 0078 0005 | - |
| Worlds End Farm, LLC | | | |
| Owner Name | SDAT Acres | Map Parcel | Plat Ref. |
| Worlds End Farm LLC | 181 | 0086 0092 | - |
| Worlds End Farm LLC | 10 | 0086 0093 | - |
| Lakesville Road, LLC | | | |
| Owner Name | SDAT Acres | Map Parcel | Plat Ref. |
| Lakesville Road LLC | 12.405 | 0094 0010 | 0043 0028 |
| Andrews | | | |
| Owner Name | SDAT Acres | Map Parcel | Plat Ref. |
| Andrews Road LLC | 111 | 0087 0066 | - |
| Estimated Totals | 1,997.80 | (12 parcels) | |



**Lands of
Glen Frost (multiple LLCs)
See Parcel Summary for
Details
1,997.795 acres**

-  Parcel Boundaries
-  Frost Parcels



Created 10/25/2024 by and for Eastern Shore Land Conservancy. Contents of this map may be confidential and should not be distributed. Maps are approximations and should not be used for legal interpretation. Data sourced from MDP, MDNR, ESLC, USDA, USGS, ESRI



0 0.3 0.6 1.2 Miles

MD IMAP, DoIT