

# SMART Planning

## Real Estate and SMART Planning

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US Army Corps of Engineers  
**PLANNING SMART  
BUILDING STRONG**



# Outline

- Early Real Estate involvement
- Real Estate at SMART Planning Milestones
- Decision Documents require a Real Estate Plan
- Importance of Communication
- Real Estate Planning Guidance Letter 31



# Charrette through Report Completion

- Why a Realty Specialist or Appraiser on the PDT early and often?
  - To spot potential ownerships/land uses that are high cost or pose implementation challenges
  - To identify potential project impacts on facility/utility relocations, railroads, corporate ownerships, residences and businesses
  - To understand what project features will occur on what lands and for how long
  - To discuss if standard estates can be used or not?
    - Ecosystem = fee
    - Is the fee owner a state who cannot/will not convey fee?
    - Will your NFS condemn if necessary? Can they condemn all owners?
    - Will there be one or more sponsors and which one needs to own the lands for O&M?
  - To identify if Navigation Servitude is applicable and will be used
  - To identify any property owned by the U.S.?



# RE at Smart Planning Milestones

- Include vertical team
- Allow RE input and review to identify pitfalls and focus areas
- RE effort intensifies following TSP selection, but is still critical during all phases and milestones



# Planning Decision Documents Require Real Estate Plan

- 20 parts of a real estate plan--ER 405-1-12, Chapter 12
- Supports Main Report and tells the story of:
  - lands needed for each project feature
  - interests in those lands
  - what must be relocated (people, businesses, facilities, etc.)
  - How land acquisition will be accomplished – by whom, what powers will be used (condemnation, navigation servitude)
  - What are the real estate costs projected to be, both for LERRD and for federal oversight, certification and crediting?
  - What is the schedule?
  - If there is a NFS, are they capable of providing the necessary real estate?
- Must be consistent with the Main Report, Appendices and Cost Certification!



# Communicate, Communicate, Communicate

- Early and consistent COMMUNICATION with and by Real Estate is key to success of report
- Don't censor information for Real Estate - let Real Estate determine what they need to know and when
- Project changes can impact every aspect and appendix of a report, but especially the Real Estate Plan
- Provide funding (typically a project management function) for the real estate effort at project initiation



# RE PGL 31

- Enterprise RE policy change to provide two specific risk based decision points for smart planning products and by extension, to CAP
- Important to adhere to specific dollar limits
- Not a basis to never complete the opinions of compensability; must be diligent in PED phase to complete analysis and any cost adjustments



The Real Estate PGL is available on the Planning Community Toolbox at:  
[http://planning.usace.army.mil/toolbox/library/MemosandLetters/PGL31\\_realestate.pdf](http://planning.usace.army.mil/toolbox/library/MemosandLetters/PGL31_realestate.pdf)



# RE ATR Perspective

- Is the project story clear and complete?
- What are the most common causes of a problematic RE ATR review?
- What can be done to avoid RE ATR issues?



# Questions?

Type questions in the chat box.  
We will answer as many  
as time allows.

*For more information:*  
<http://www.corpsplanning.us>



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