The Board of Trustees
of the
School and Institutional Trust Lands Administration

☒ *New Policy* _____ *Amends Policy No.*____ _____ *Repeals Policy No.* _____

Policy Statement No. 2007-04 *Subject: Sales Policy*

The Board of Trustees of the School and Institutional Trust Lands Administration met in open, public session on June 27, 2007, and by majority vote declares the following to be an official policy of the Board:

Pursuant to §53C-4-101 and § 53C-4-102 of the School and Institutional Trust Lands Management Act ("Act"), the Board of Trustees ("Board") believes it is desirable and prudent to establish a policy governing the procedures used by the School and Institutional Trust Lands Administration ("Administration") to identify, prepare, market, and sell trust lands.

The Director has the authority to establish criteria by rule for the sale of trust lands under § 53C-4-101(1)(a). In order to assist the Director in fulfilling his/her obligations under the foregoing, the Board adopts the following policy regarding the procedures and criteria used by the Administration to sell trust land.

1. The Administration shall accept comments and make a reasonable effort to resolve concerns raised by such comments prior to selling trust lands.
2. The Administration will evaluate and determine the presence and impact of valid existing rights on lands prior to sale and take appropriate steps to mitigate adverse impacts resulting from those rights.
3. Generally, lands should not be sold if:
   a. they are appreciating in value at a rate in excess of the anticipated return from the investment of the principal;
   b. there is no evidence of competitive market interest, unless the purpose of the sale is to test the market in a particular area;
   c. the sale would create obstacles to future mineral development; or
   d. the sale would foreclose future development or management options which would likely result in greater long-term economic benefit.
4. Prudent and cost-effective actions should be taken which have the potential to increase the value of land prior to disposal.
5. Lands not administered under the Development rules should be marketed using competitive processes, with terms of sale and finance charges established in a manner to best attract market participation.