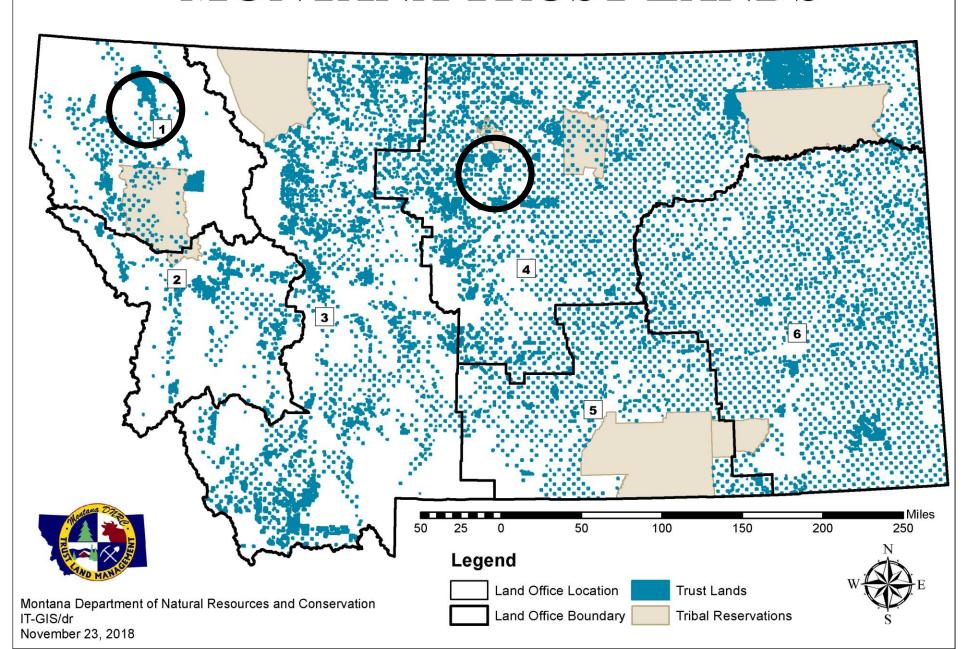




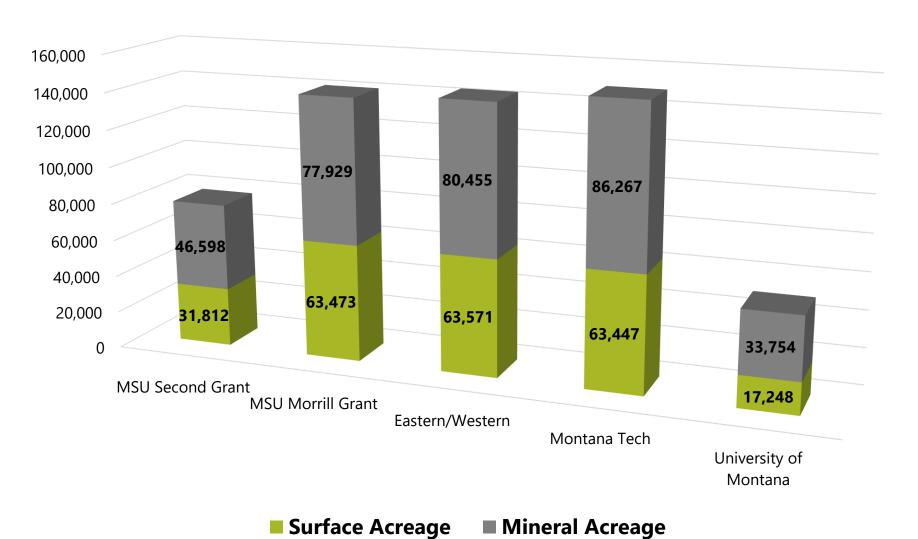
University System Trusts

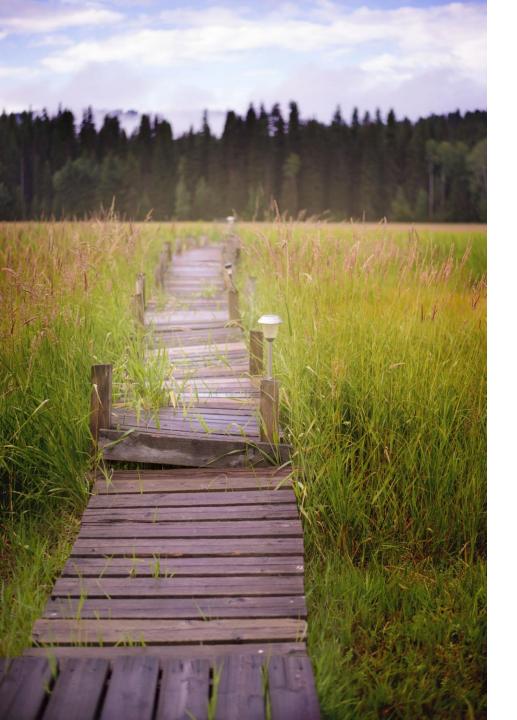
- University of Montana
- Montana State University Second Grant
- Montana State University Morrill Grant
- Montana Tech
- State Normal School
 - Montana State University Billings (Eastern)
 - University of Montana Dillon (Western)

MONTANA TRUST LANDS



Surface & Mineral Acreage





Residential Leasing

- ARM 36.25.1000 to 36.25.1015
- Earns revenue from residential use by lessees
- Competitive bidding
- DOR appraised value
- Improvements & split ownership



Cabin/Home Site Sales Program

- SB 369 passed in 2013
- Goals
 - Maximize revenue
 - Sell over a reasonable period across Montana
 - Improve investment portfolio through replacement lands with fewer management costs
 - Offer at least 40 sites for sale annually
- Preferential Rights
 - Hearing
 - Withdrawal
 - Matching bids





Accomplishments

- 119 cabin sites have sold for more than \$15 million
- Increased capacity
- Streamlined processing
- Decreased withdrawal rate to 10%
- Lessee engagement





Cabin/Home Site Sale Process

Solicitation Selection August & September of odd-Land Board Preliminary numbered years **Approval**



Marketing & Public Notice

- 1 month period



Land Board Sets the Minimum Bid



Hearing

- requested by 10% of lessees
- adds 3 to 4 months to timeline
- 3 in 4 petitioners receive a recommendation of no change



Survey

- required for undefined sites
- can take up to 8 months



Appraisal

- General Certified Montana Appraiser
- land & improvements values



Bid Registration Deadline

- •5% of land value
- 20 days prior to auction
- withdrawals occur 10 days prior to auction



Auction

public auction in county seat



Land Board Final Approval



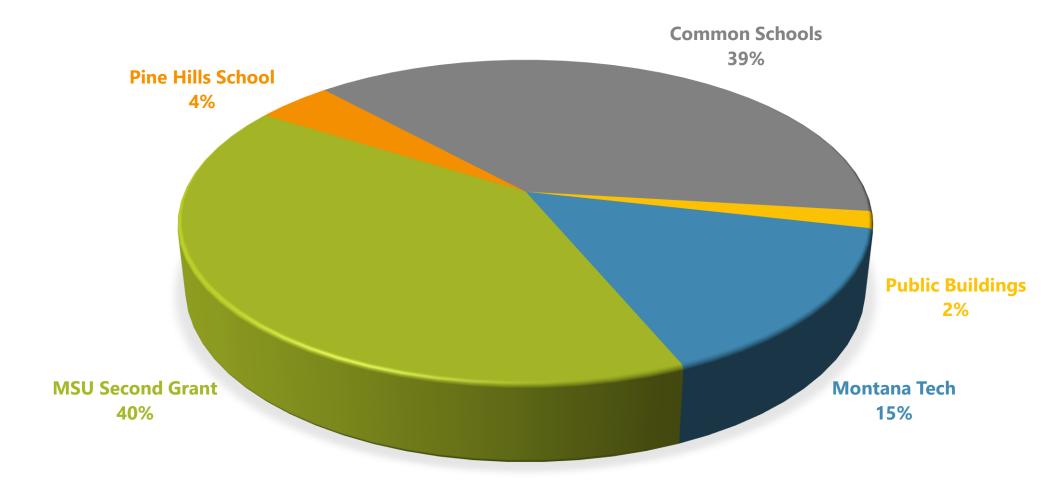
Closing

• occurs within 30 to 60 days of Land Board approval





Cabin/Home Sites Sold by Trust







Land Banking Fund Balances

