### Process of Land Acquisition and Compensation

HANSHIN EXPRESSWAY COMMUNITY OUTREACH FOUNDATION

#### REPRINT

by the support of
JAPAN ORGANIZATION
FOR LAND ACQUISITION AND COMPENSATION

To construct expressway under scheduled plan, smooth acquisition of land is needed for the project. As land use became diverse and multiple recently, right and interest to the land and other articles to be acquired are also complicated. And as land owner and interested party well acquainted with their right or title, process of land acquisition has a tendency to be in defficulties and long dated. These circumstances require officials concerned great store of knowledge and experience in land acquisition business.

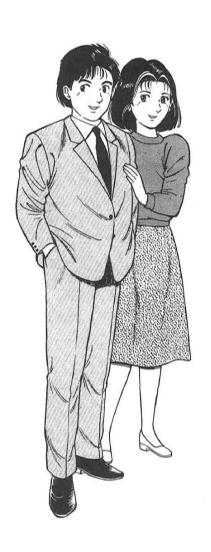
This book is aimed at to offer practical guidance of the process of land acquisition to new figures. To such purpose this book written as a story express easily the process of land acquisition and makes clear the main point of each step of the process.

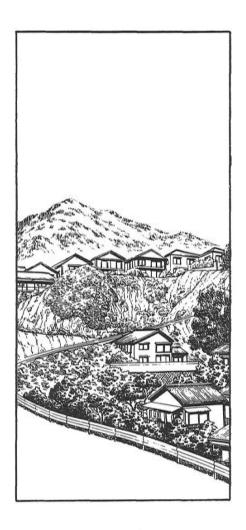
We hope this book is used by new figures for their manual of the business and thereby also ensure smooth and intentional implementation of the projects which give benefit to the public.

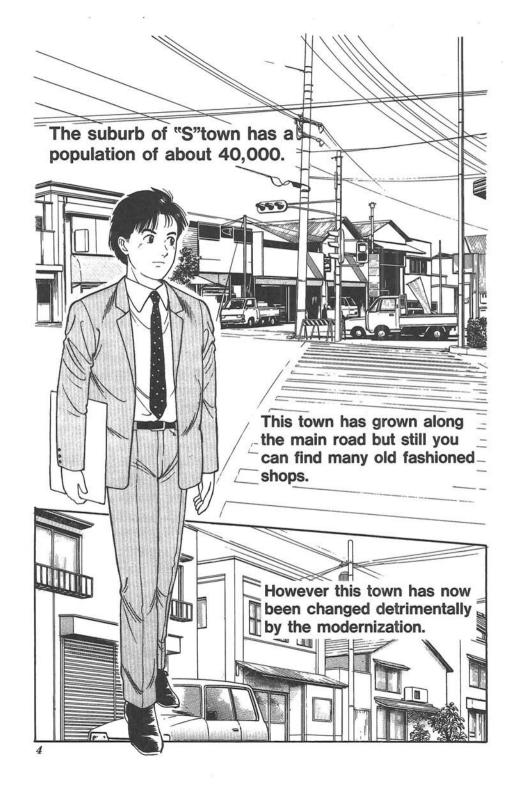
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#### Chapter 1

## **Explanatory Meeting and Surveying**



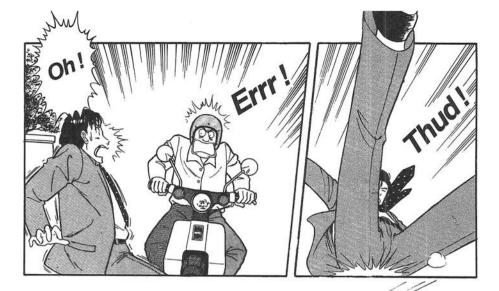












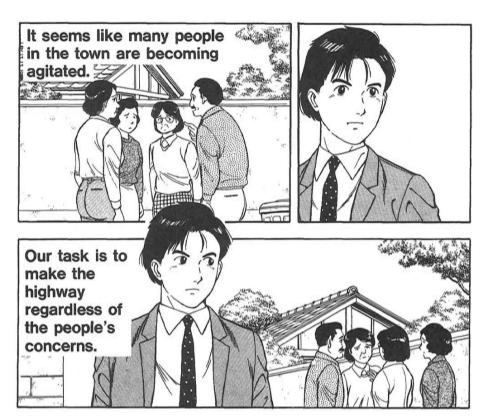






The highway is going to be built here, how is it going to effect us ···?









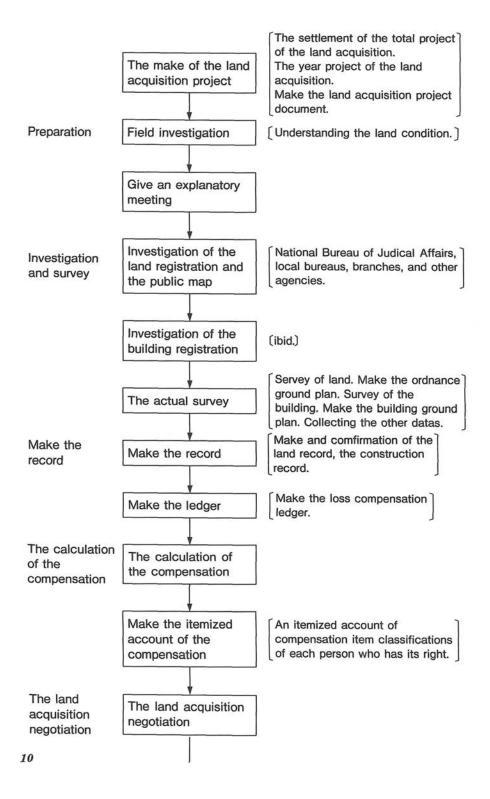


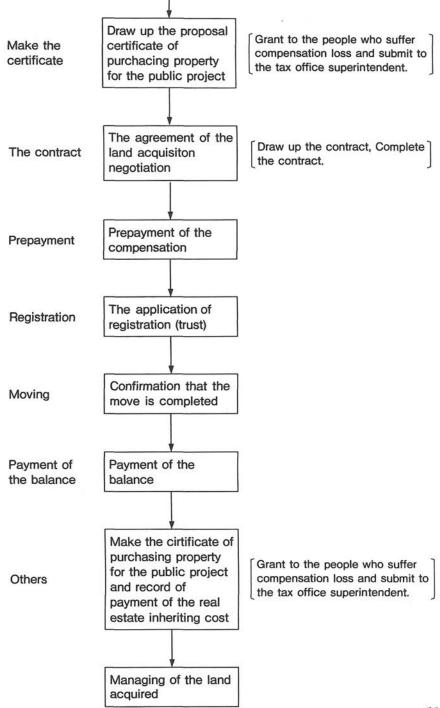












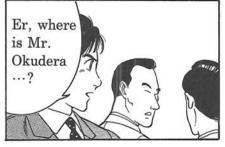






Here are many pairs of new employee and your senior. Please be on good terms. So, each pair go and discuss your work.







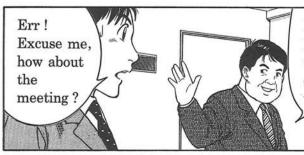












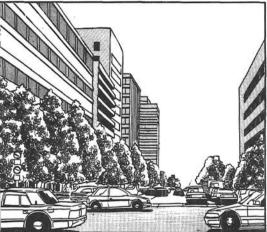
Don't be hasty!
It's better to
understand the knacks
of attack by watching
the baseball game.







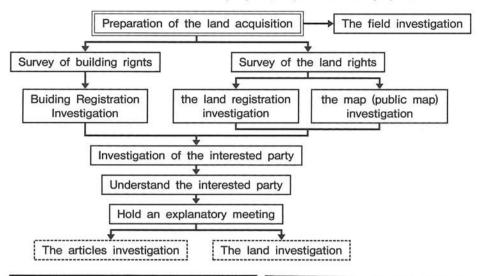






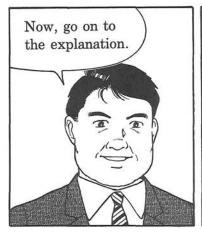
#### **Preparation**

Preparation of the land acquisition is preceded by the information on the diagram below by following: ①Understand the opinions of local government.② Understand the situations of the local people ③Adjust the other projects.







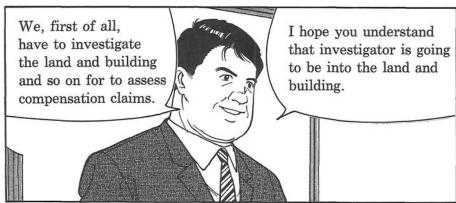


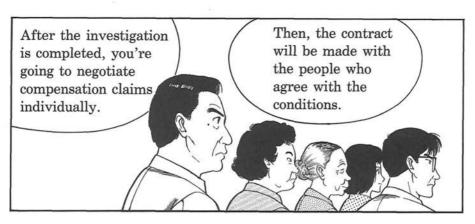


#### In the explanatory meeting next 5

- ① Explanation of the outline of the project
- 2 How to survey and investigate the land and building
- 3 Basic policy of the land compensation
- 4 How to negotiate
- ⑤ Demanding the collabration on the project and consent to enter







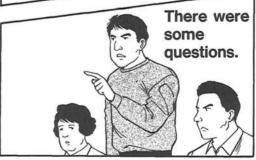
That's all.

Now, I'll go on with
your questions.

Please fell free to ask
questions one by one.







#### Methods for answering questions

① Understand the local situation in order to anticipate questions.

<sup>2</sup> To answer shortly, clearly and sincerely

- ® To speak with easy expressions that people understand. Avoid technical terms.
- You shouldn't give the impression that you want to avoid questions.

If you can't respond immediately promise to answer them later.

⑤ Sometimes certain people's opinions will affect the whole group. Because of this, sometimes the meeting will be confused. However we should handle people with confidence and without any agitation.









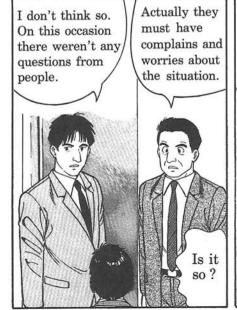


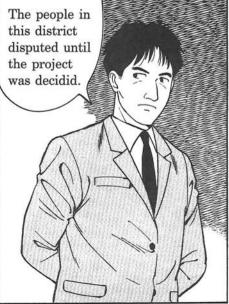


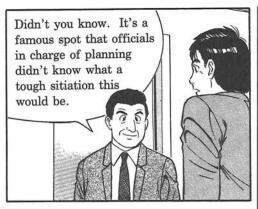


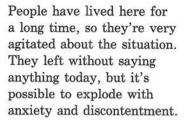








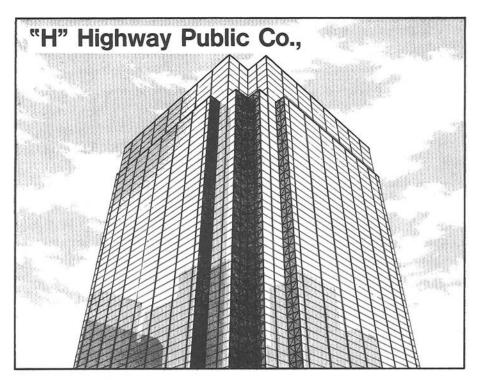




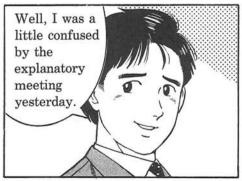




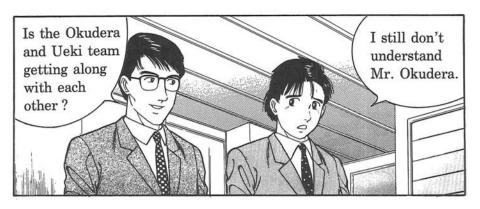






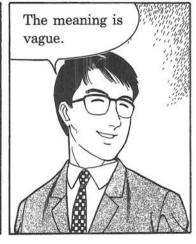
















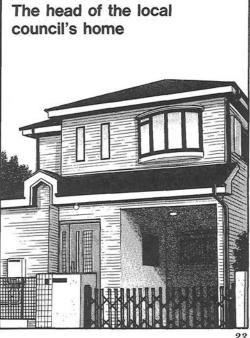


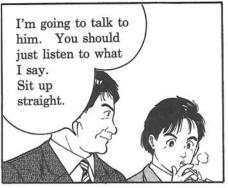
We could get a lot of information by talking to the leading man of the district like the head the local council. It helps you when you negotiate privately. Do you understand?





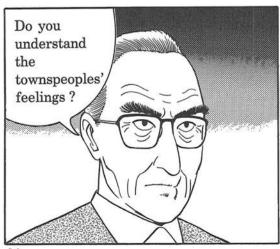




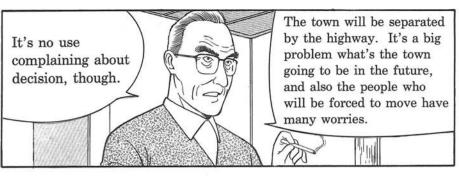




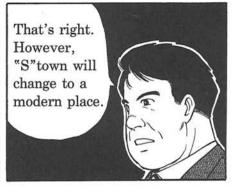










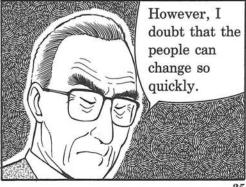


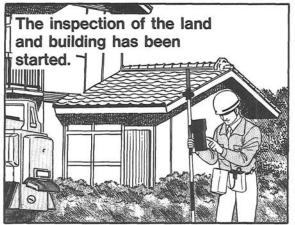
Today is a motorized society.

If we don't modernize the town in this situation, it'll fall behind times in the economy and in their life style, won't it?





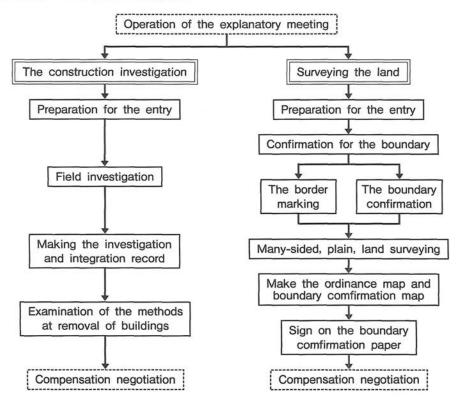


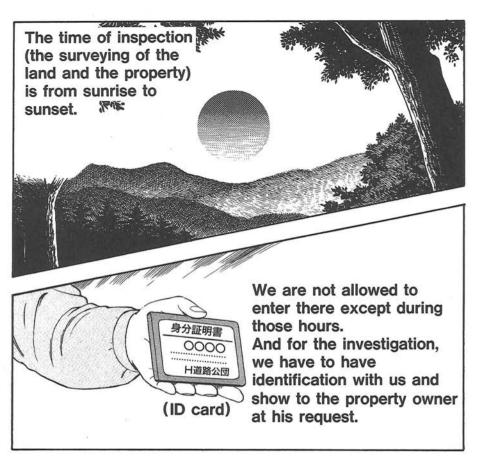


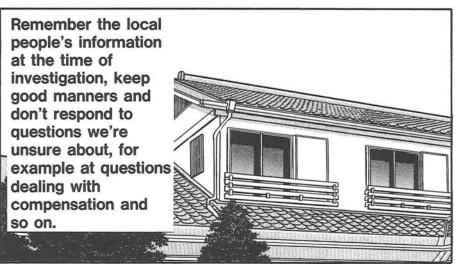


#### Inspection

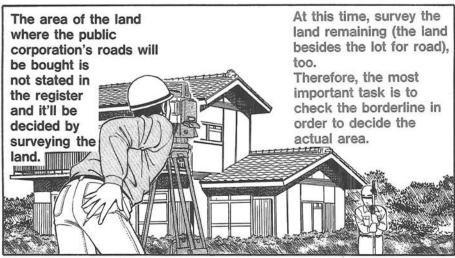
The inspection should begin with an investigation of the registration and should continue with a field investigation.

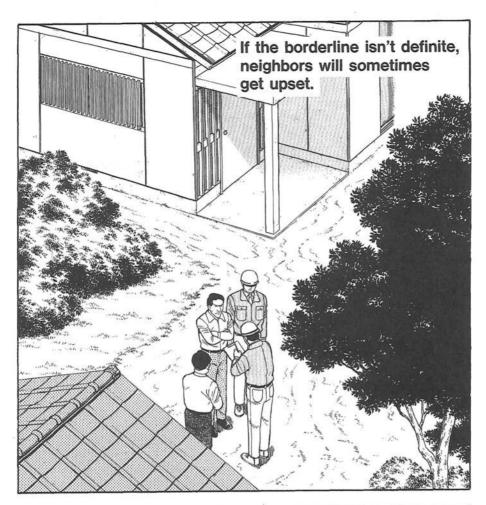












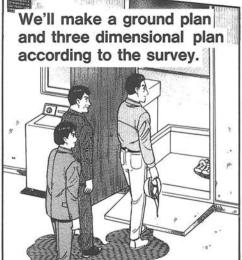




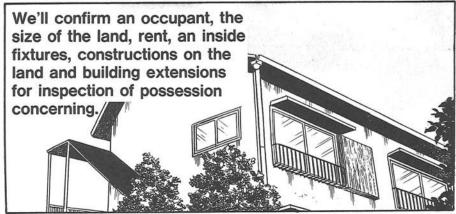


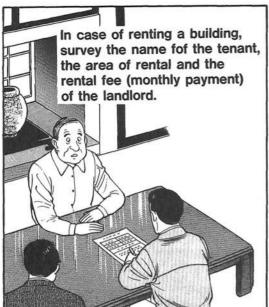


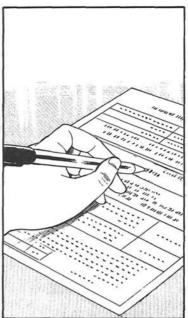




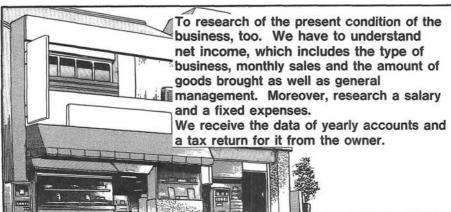




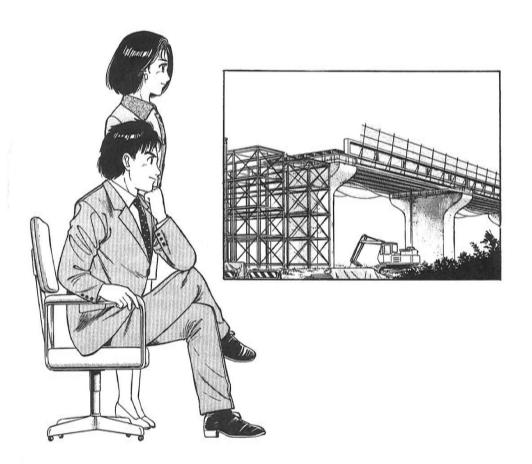


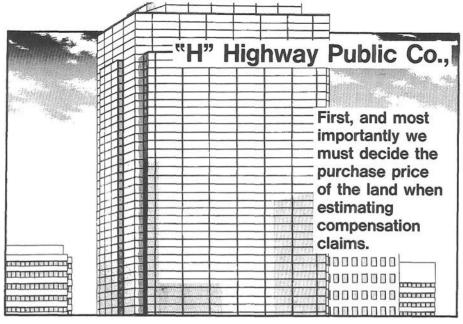




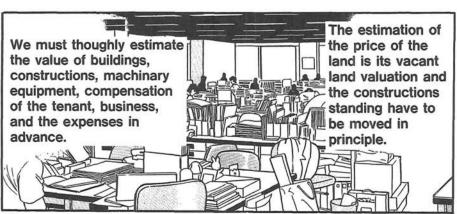


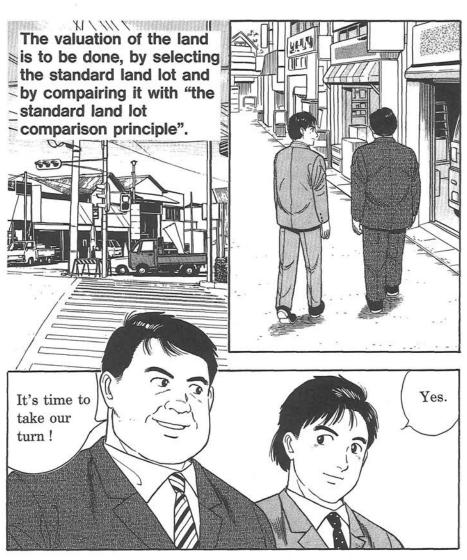
# Chapter 2 Compensation Estimation

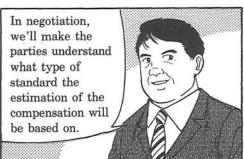


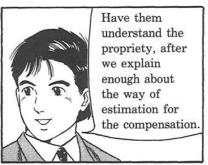




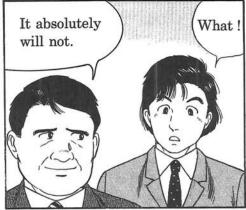






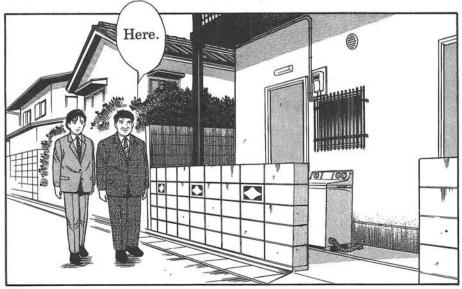










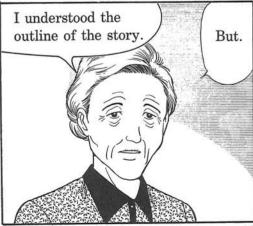












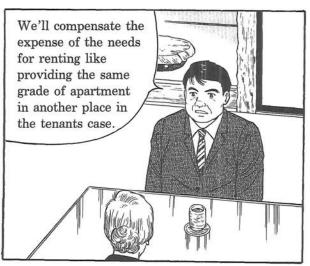


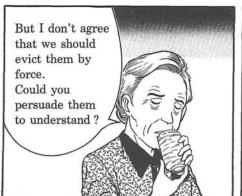
The price of the land will be decided based on the general transaction precedence. Further, the standard lot price is judged both by expert opinions of real estate agents and is balanced with the publicly authorized price.

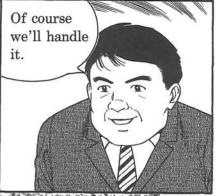










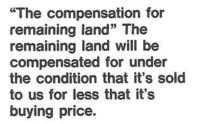


What's going to happen to that part?

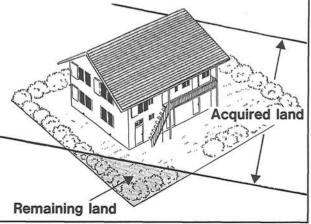
Besides, I got a sketch the other day which shows that there's still some land left next to the apartment.

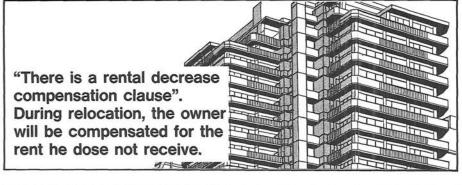
Naturally, we'll take compensation into consideration, if the rest of the land is useless, we'll purchase the whole land.



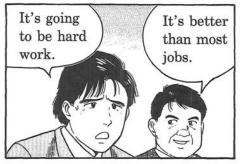










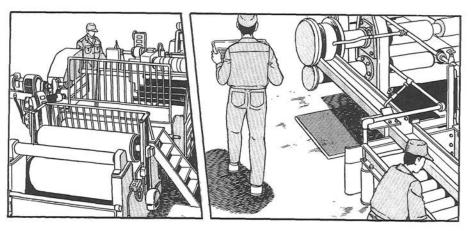


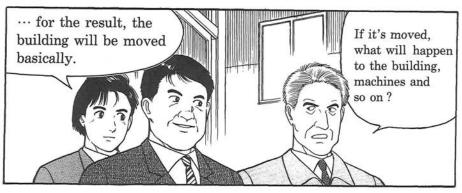




O.K. I'll explain leasehold compensation to you. In this case, the landowner has to consider if the land price includes the leasehold price, the allotment will be given to the leaseholder and the landowner and will be decided between them in the future.

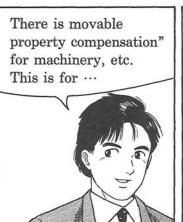
# YK部品工場 (YK Parts factory)

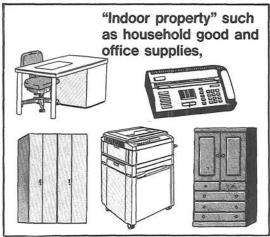


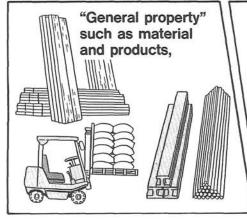


We don't purchase buildings, constructions, machinary equipment. In return for this, you will get removal compensation" for your expenses.

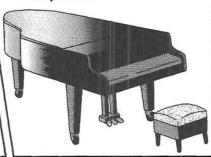








"Special property" such as difficult to handle objects like pianos.





During the removing, we have to stop working. Is there compensation for this?

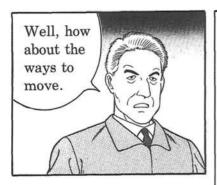
There is "Compensation for loss in business" to compensate for the amount loss due to shutdowns, and loss of customers.

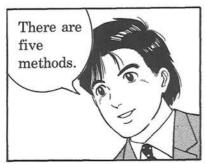


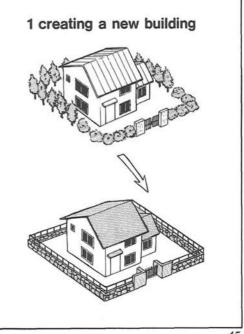


Compensating expenses when the owner needs expenses for selection of the new location, law procedures and the removal register of the ownership right and construction comfirmation application for the removal, and sundries for report and advertisement of move.

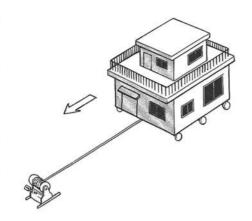




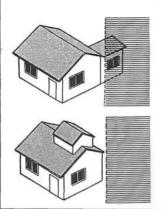




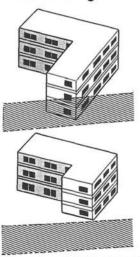
## 2 moving the entire building



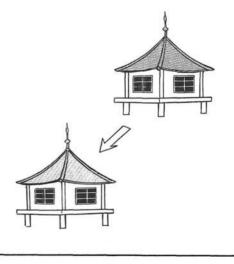
### 3 relocating building space through annexing



4 reducing the total size of the building



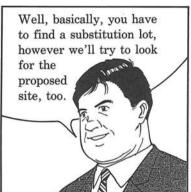
5 Restoring to the original building

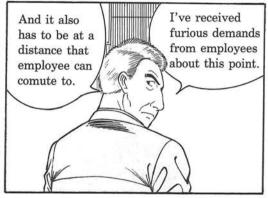


That's it. The moving method choice is not your individual decision, we make the choice based on the objective judgement.





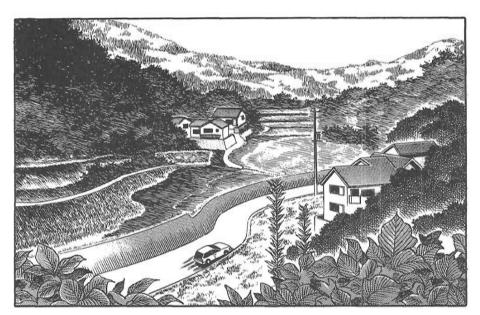




















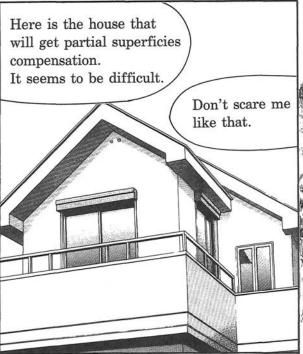
Look carefully, the highway will come down from that town and there's going to be a tunnel around here. It will connect to the next town through the mountain over there.



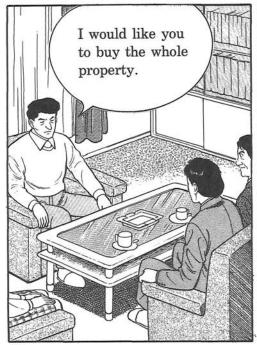


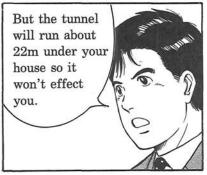


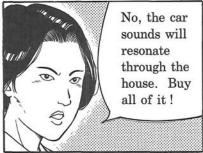




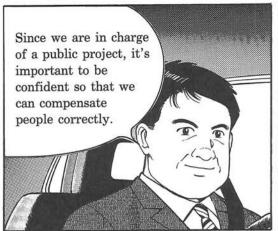




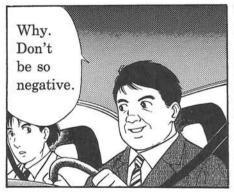














By the way, today is your date, isn't it? Don't show such sad face to her.

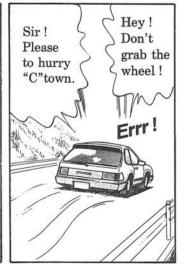


about it.

Oh Yeah!

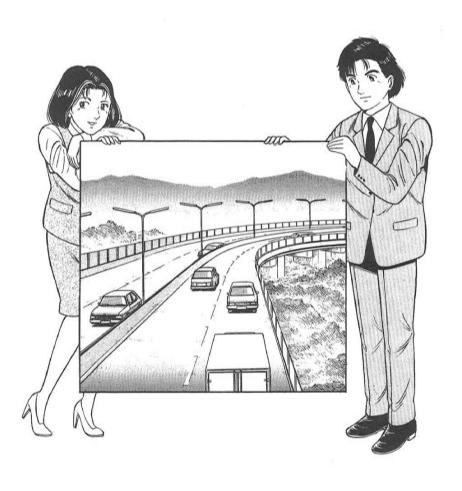
I forgot all

It is the date!

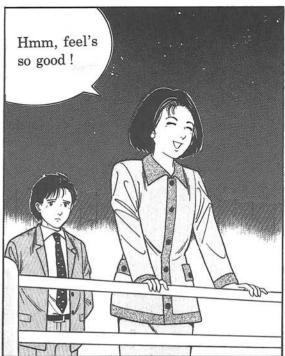


# Chapter 3

# Land Acquisition Negotiation









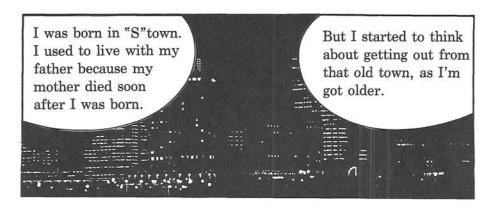












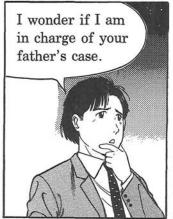
So the reason why I left home three years ago is because my design job became busy. I haven't seen him since then. But I realise now that I want.

to live with him again.



I see. Well, what's your father's name?



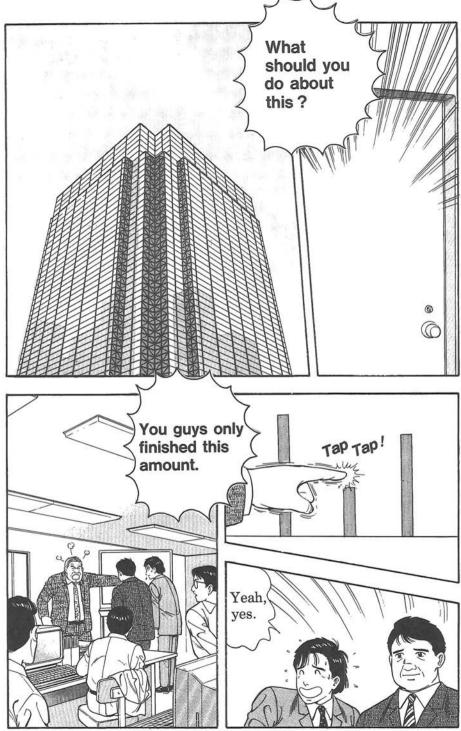


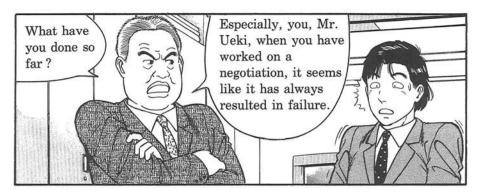


Hee hee You've got an "S"town phobia, haven't you?

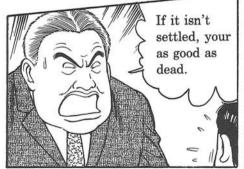






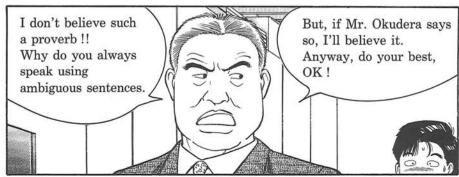






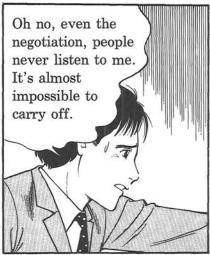
Well, chief. It said in baseball from two out of 9. A manager just believes the players. As the proverb says, "he who is always away from home is always happy and strong" We'll surely turn the tables. Please see how it goes a little longer.





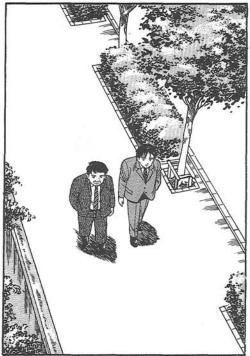
















Because it's a job in which confidence is demanded in us from our party concerned. But It's not so good to get too close to them.



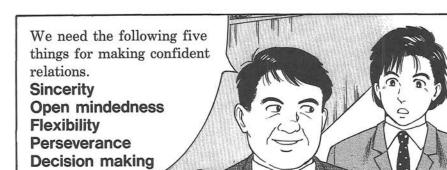
It's too difficult for me.

Well, I'm going to explain the way to negotiate in plain English.

There are three big general rules for the negotiation.

- ① Build a confident relationship.
- 2 Be careful to be fair when compensating
- ③ Depending on the case, consider the requirement of gaining a confidental third person in the relative's presence.





First, I'll talk about sincerity.
For example, you should always keep a promise.
Don't be late for appointments.

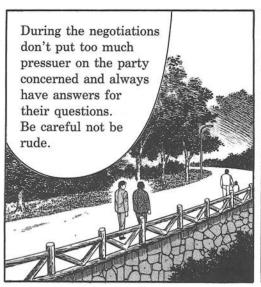
Also, your language and apperance are important. You should not be flashy, and always keep yourself clean and neat. It's important to have a sincere mind as well as a

sincere appearance.

Handle negotiations with an open mind. Listen to others opinions and compromise when necessary.







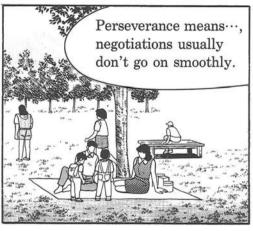
Flexibility is related to having an open mind.
There are various kinds of people from different backgrounds, so we have to deal with them in an understanding and patient way.



For instance, we need to relate to the party by discussing some common interests.

We need cooperation.





But we should not give up until we finally get an answer. Impatience is especially taboo.





Decision-making comes when it's time for you to reach the conclusion of the case.

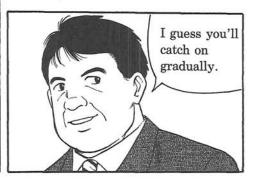
At that time you need the right judgment.













Negotiation is divided into the first, the middle, and the final stage.
We have a different aim in each stage.



#### Advice during the first stage of negotiation

① First impressions are important.

② Create an atmosphere in which the party listen. Then be a good listener.

® Get to know the personality and the nagotiate appropriately.

4 Understand who has authority at the house.

When a person drinks alcohol, try to avoid him because he

might change his personality.

® Be punctual, we should adjust times for the party (In case there's a person who cares about neighbors we should visit them at night.)

The pair of us have to visit each house. Avoid situations that the people might misunderstand (for example don't visit women

late at night)

® The negotiation hours should be appropriate for the party (take a short time for young people, take a long time for old people.)

Don't go to the heart of the negotiation until a ripe opportunity.
To be able to answer questions, you have to understand the

peculiarity and temper of the area.

Record the detail and contents of the land negotiation in the record book.



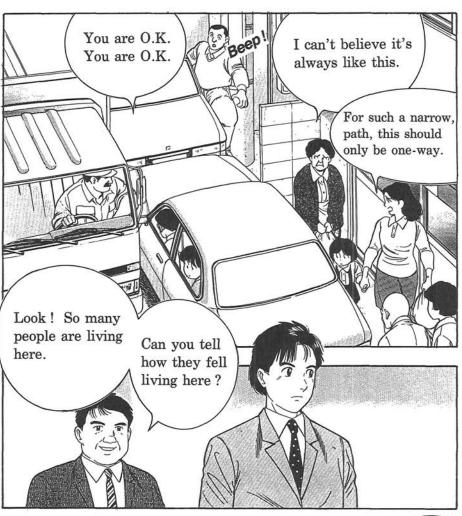
We should full analyzed and understand the local's situation. It's better to collect the information first. Then, we decide how to negotiate. If we make an in depth investigation, we can be ready to compromise at the right time.

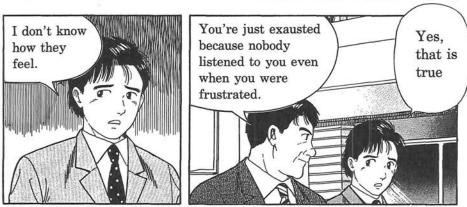












If the people living here are forced to leave their old hometown, of course they think we don't listen to them.









If we put ourselves in the peoples position, we can understand why negotiations don't go smoothly.



We don't need to panic over it. We should just do our

We should just do our best now.





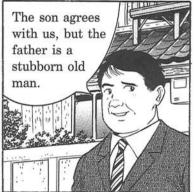






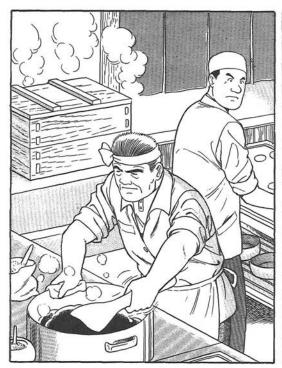
















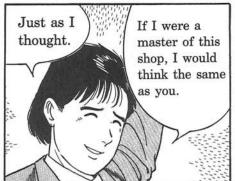
Think! Here is very old shop and has been around since my grandfather's time.

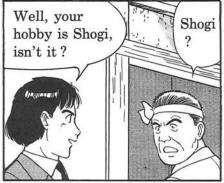
We have regular customers so it's ridiculous to leave here.

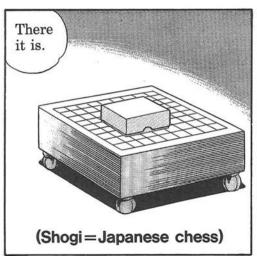






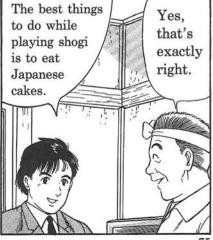


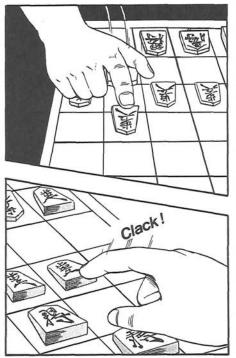


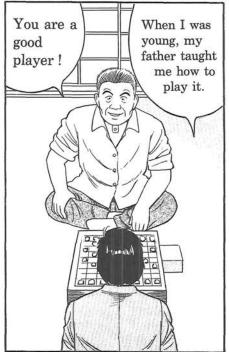


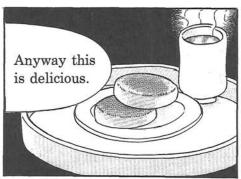


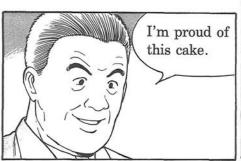




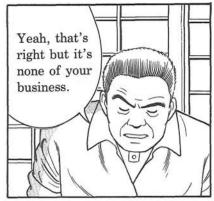


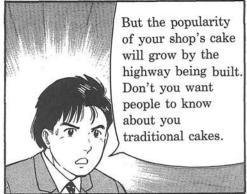


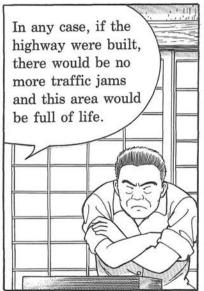


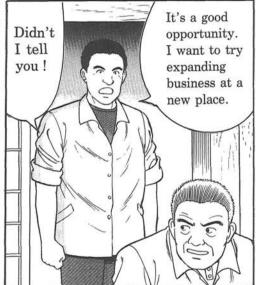


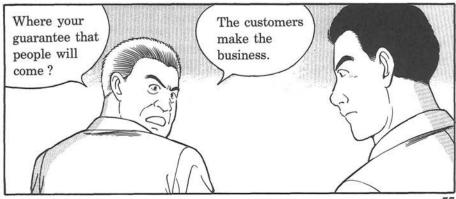






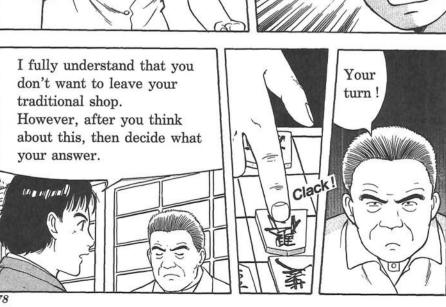


















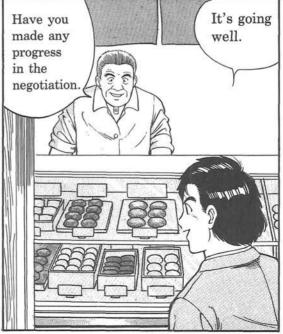


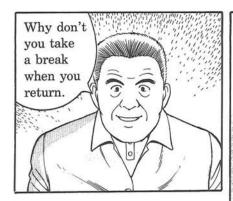




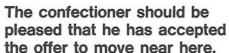




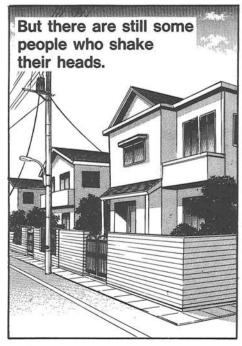


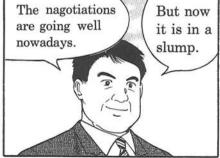


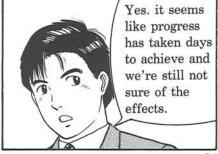


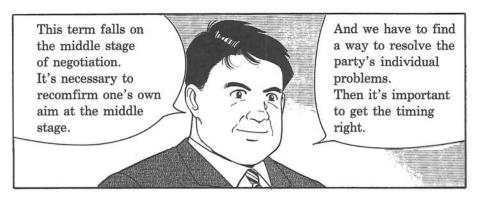






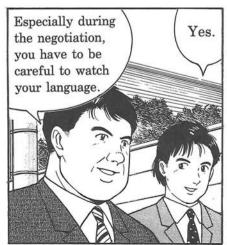






#### Advice during the middle stage of negotiation

- ① Don't forget the subject has just cause like that of the public and the public benefit project.
- ② Avoid ambiguous talk. Confirm constantly during the talks.
- If we give evidence with statistical figures, our negotiation will be more persuasive.
- Negotiations need breaks now and then.
- ⑤ Don't hurt their pride, we must respect the party's opinion at all times.
- We should correspond calmly and not hesitate because of threats.
- It is important not to stir their emotions because the talks will sometimes get out of control and leave you head over hills.
- If you are not sure say so. Don't concede vaguely.
- It's not always good to talk persistently. It's important to know when to stop and end the talk.
- When you leave the house, keep good manners and create an opportunity for the next visit.



mouth comes the evil. Even if we mean the same thing, my impression can be quite different depending on the way I speak.

We have to avoid language that leaves a bad impression.

The proverb says that out of the

#### Advice on How to speak

① Avoid technical terms. Also avoid vague terms.

② Use respectable words when talking to the party. Don't use them when talking to colleagues (even seniors)

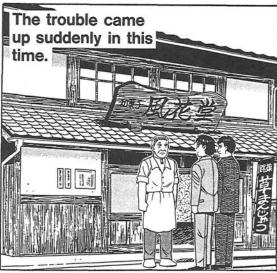
Avoid words which the party may dislike and vulgar expressions.

(For example; If the party has a child preparing for entrance examinations, avoid words like [fail], [cancel] etc,.)

Avoid negative expressions. Use positive words.
 (For example; change [Is that bad ?] to [Is that OK ?])

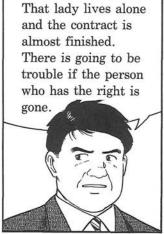
<sup>⑤</sup> Use gestures and head nods to talk enthusiastically



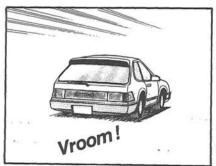


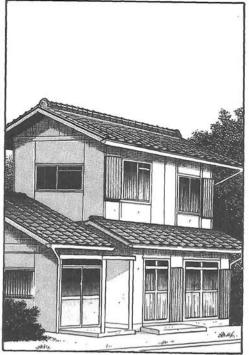


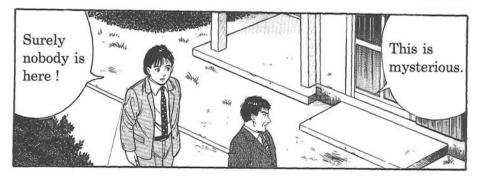
I heard from neighbors just before. It seems like nobody has been in that house for about a week.





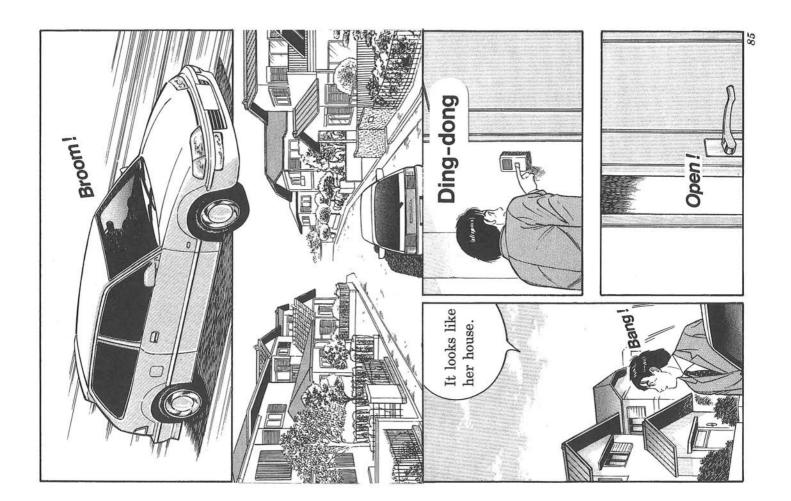








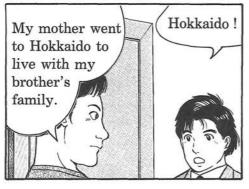














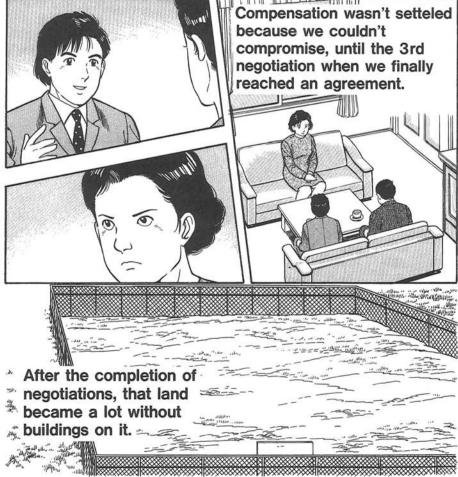


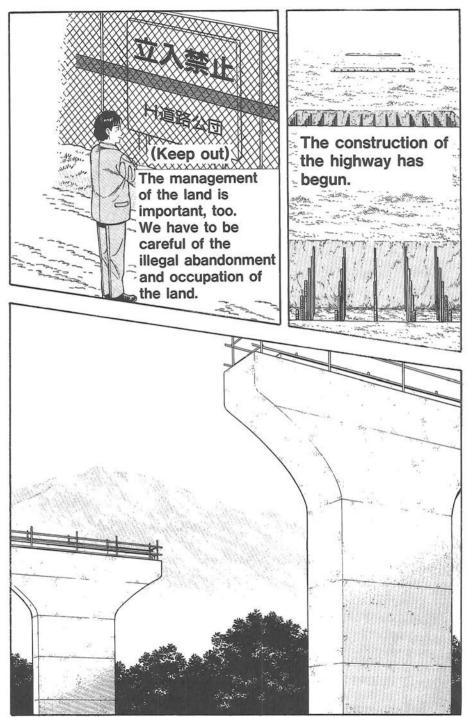
I'm glad to hear that. It's going to be very hard to visit her in Hokkaido.

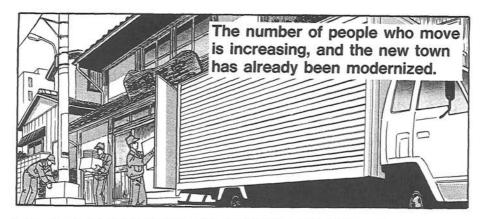










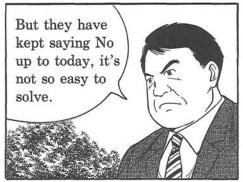




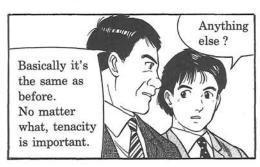
Our business is going well, the negotiations are moving into the final stage.













## Advice during the final stage of negotiations.

1 If you get stuck, don't be confused and take things easy.

② Don't make the party feel pressure.

® Change your view and look over differences of opinion between you and the party again and polish up your strategy.

Find out what they has slight problems with and what they reagainst clearly.

S After negotiations, try to reflect and think whether we forced them or not again.

© Don't give up waiting, time will resolve the matter.

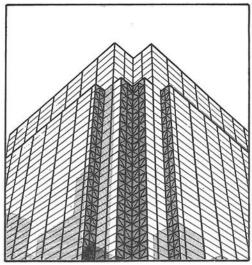
We should sometimes consider asking for help from outsiders to negotiate indirectly.

® Don't be off focus and define the target of the talks.

 Make the other person cut off their own delusions, make them understand clearly what's important.

Understand when the negotiation will end, at that time bring it to a close quickly and with confidence.







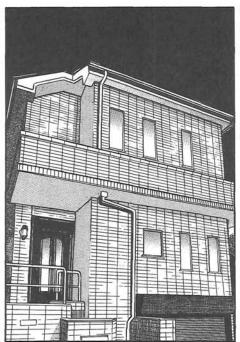














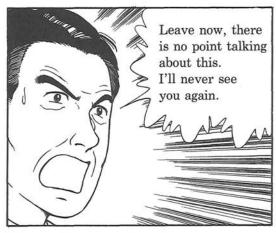








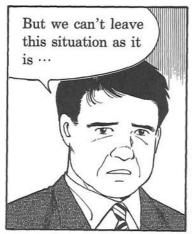


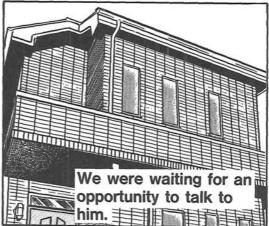




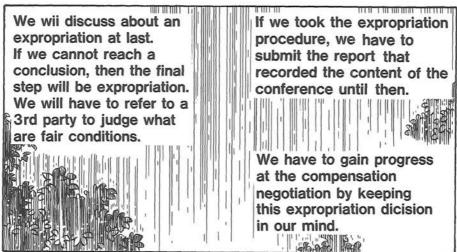










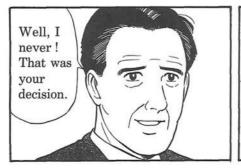


















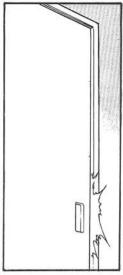








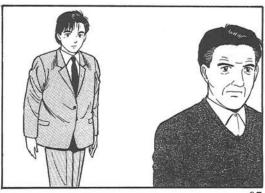








































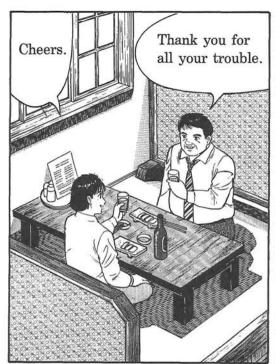
Thanks again, Mr. Ueki. I owe you that you brought me to the hospital swiftly, before it became a serious problem.

I'm proud of the fact that you never talked about the negotiation when you came to see me.





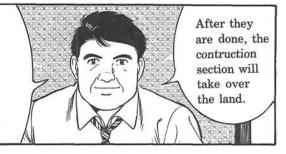








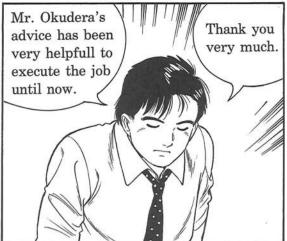
Come on, not yet.
We have to execute the business after contract.
After all it's important to achieve the removal registration of ownership, payment of compensation, the explanation of tax and surrender of the land.









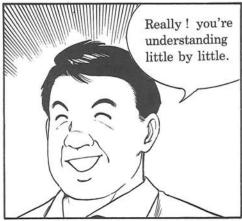






To tell the truth, I got a video of when Hanshin won. Recently, I have understood the joy and satisfaction that players get from winning a championship.









# The points of the contract

- ① The contract will be drawn up by our side before using the set form.
- ② Be careful to get rid of mortgages that existed before the contract when the mortgage and the other security interest is established for land and the building.
- ® Buying land assumes the land removal registration to our side. The documents we need is given by the party.
- When they sign the contract, they have to hand in the signature stamp proof to us. Then we can certify that the stamp is authentic. In case of an incorporated company, they should hand in the proof of licence, too.



The compensation will be paid after we receive the demand from the person who contracted after its completed.

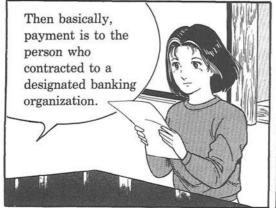
It'll take a few months for payment to proceed after we get the demand.

Please acknowledge about it







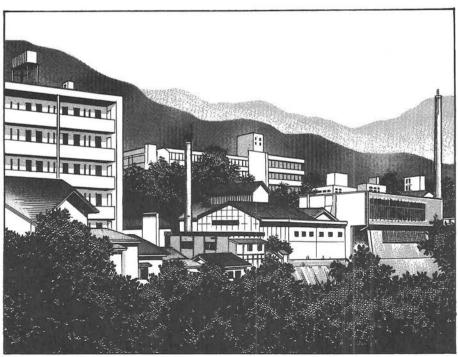








About the special tax exemption toward the compensation. As this land compensation is carried out as city planning project, the tax will be adjusted with special exemption by the special tax law toward the compensation which will be paid to the contractor. However not all of the compensation but for the compensation toward the property such as the land and the building (Only compensation for the equivalent value such as compensation for land acquired, compensation for lapse of rights, compensation for removal expenses of buildings and compensation for tenant) will be included.





I'll guide you through the places where you've never been to in "S"town.





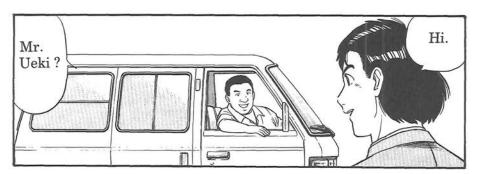
I think that talking to the each home owner about moving, is a good chance to understand their problems.













This is good timing. I have good news. I'm getting orders from far away in expectation of the highways completion. It seems like I'm getting busy.





# The Guideline of Standard for Compensation for Loss Caused by Acquisition of Land for Public Use

Cabinet Decision (June 29, 1962) Revised (December 12, 1967)

# Chapter 1 General Provisions Article 1 (Purpose)

1. The purposes of this guideline are to provide for the standards for compensation for loss in connection with acquisition or use of Land and others that are required for the project for which land may be taken or used in accordance with the Land Expropriation Law and other laws, and thereby to ensure smooth implementation of the project and appropriate compensation for loss.

### Article 2 (Definition of Terms)

- 1. "Land and others" mean land, such as are enumerated in Article 5 of the Land Expropriation Law, standing trees, buildings, and other articles affixed to the land, as listed in Article 6 of the Act, and earth, stone, sand and gravel listed in Article 7 of the Act.
- 2. "Acquisition of Land and others" means the acquisition of land, articles, earth, stone, sand and gravel defined in the foregoing paragraph, and the lapse of right defined therein.
- 3. "Use of Land and others" means the use of Land and articles defined in the first paragraph of this article and the restriction of right defined therein.
- 4. "The holder of right to the Land and others" means a person who holds right to such land and others which is involved in the acquisition or use, a person who holds right to land which contains earth, stone, sand and gravel defined in the first paragraph of this article, and a person who holds right to an article affixed to such land which is subject to any right hereunder or which contains earth, stone, sand and gravel and aggregates hereunder.