



CASE STUDIES

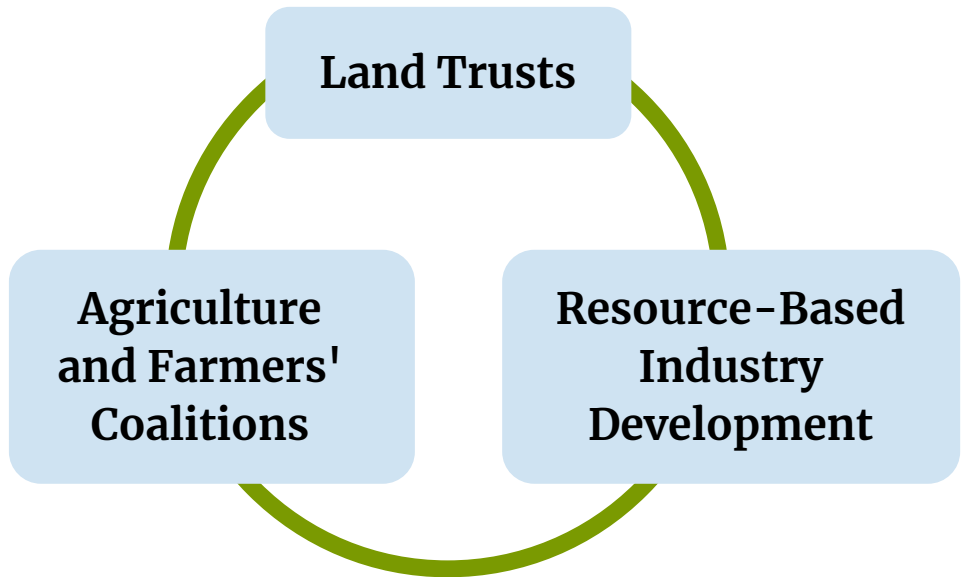
FOOD AND AGRICULTURE: LAND ACCESS PROGRAMS FOR THE NEXT GENERATION OF FARMERS

STRATEGIES AND SOLUTIONS FOR A MORE RESILIENT, CARING, INCLUSIVE ECONOMY THAT CAN WITHSTAND, ADAPT, INNOVATE, AND TRANSFORM IN THE FACE OF NATURAL AND HUMAN DISASTERS.

WHAT TO EXPECT FROM THESE CASE STUDIES

This is a collection of case studies for land access programs for the next generation of farmers. During focus group conversations with the food and agriculture industry in the North Country, participants expressed the need to develop programs or build off of existing programs where land in the region, suitable for agriculture, can be purchased or leased to the next generation of farmers who may not have the financial capital to buy a farm. This Case Study has six examples of land access programs including land trusts, agriculture and farmers' coalitions, and resource-based industry development.

Examples Of



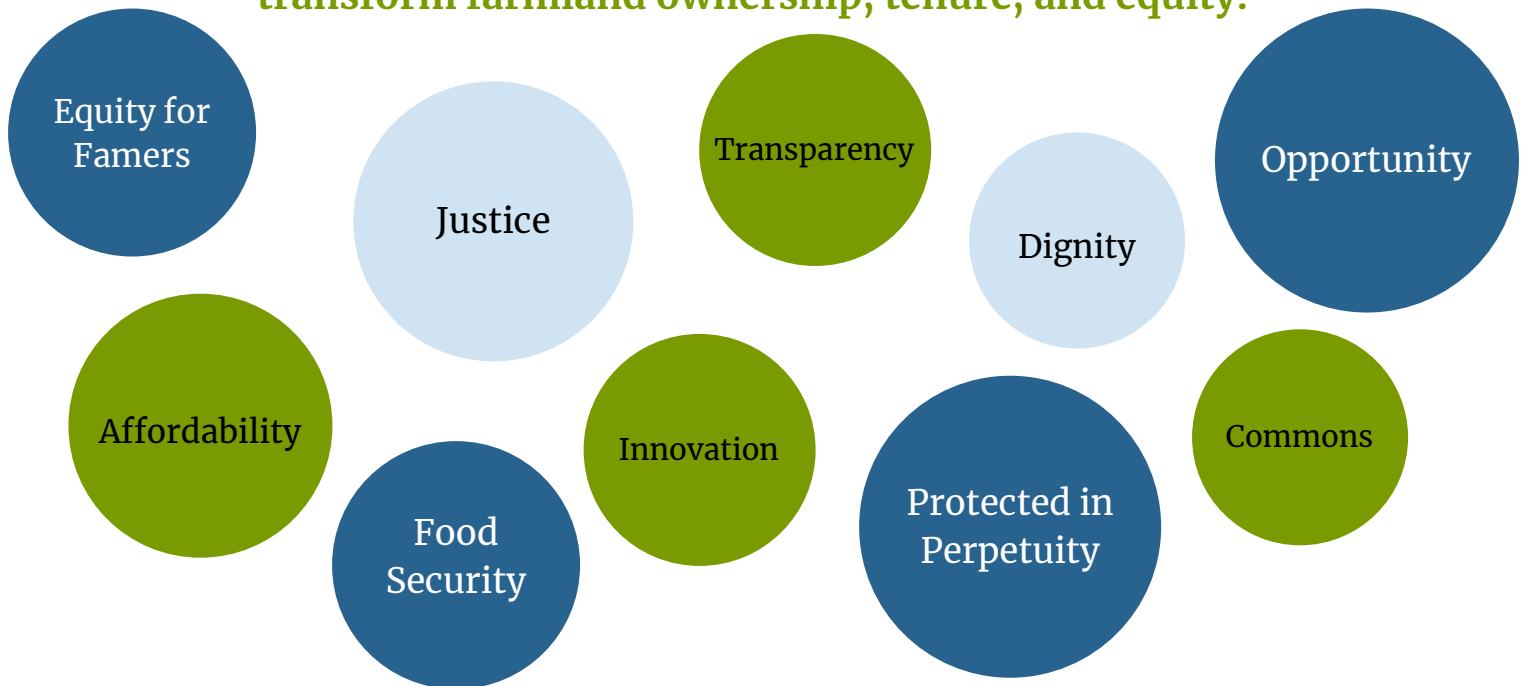


AGRARIAN TRUST'S MISSION IS TO SUPPORT LAND ACCESS FOR THE NEXT GENERATION OF FARMERS

ABOUT THE PROGRAM:

Agrarian trust's interest in the collective is to support the kinds of relations, economic and social, that sustain the ecological integrity of the land and our relationship to it through farming. More than 60 percent of American farmland is leased, much of it on a yearly basis, and much of it on a handshake agreement. This does not empower farmers to be the best stewards of the land. Longer-term tenure is the norm in many other countries, and from a historical perspective, a "commons" approach to land rights is far more reliable than the "fee simple" method.

"Those principles represent our core values and guide us in our daily work to transform farmland ownership, tenure, and equity."



Rationale: We are in the midst of 400 million acres of US land changing hands as thousands of farmers and ranchers retire, yet next-generation farmers struggle to access land. Innovative models of ownership and stewardship are needed to support the next generation, heal the land, and grow food sustainability.

HOW IT WORKS:

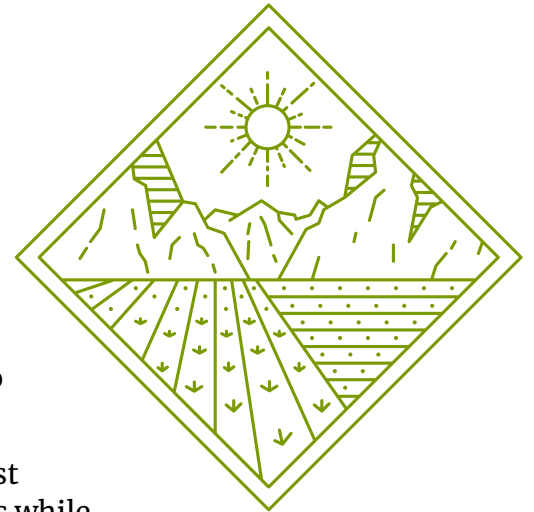
Agrarian Commons in ten US states have developed systems and processes for outreach, engagement, and fundraising to grow local community and national networks in support of farm transition projects. Many of these farm projects are creating rich stories as well as interconnections to land, human, and community justice. Members of the Commons Alliance will have the opportunity to engage in dialogue with farmers and board members of the Agrarian Commons and share these opportunities and connections across all organizations.

HOW A LAND GIFT WORKS:

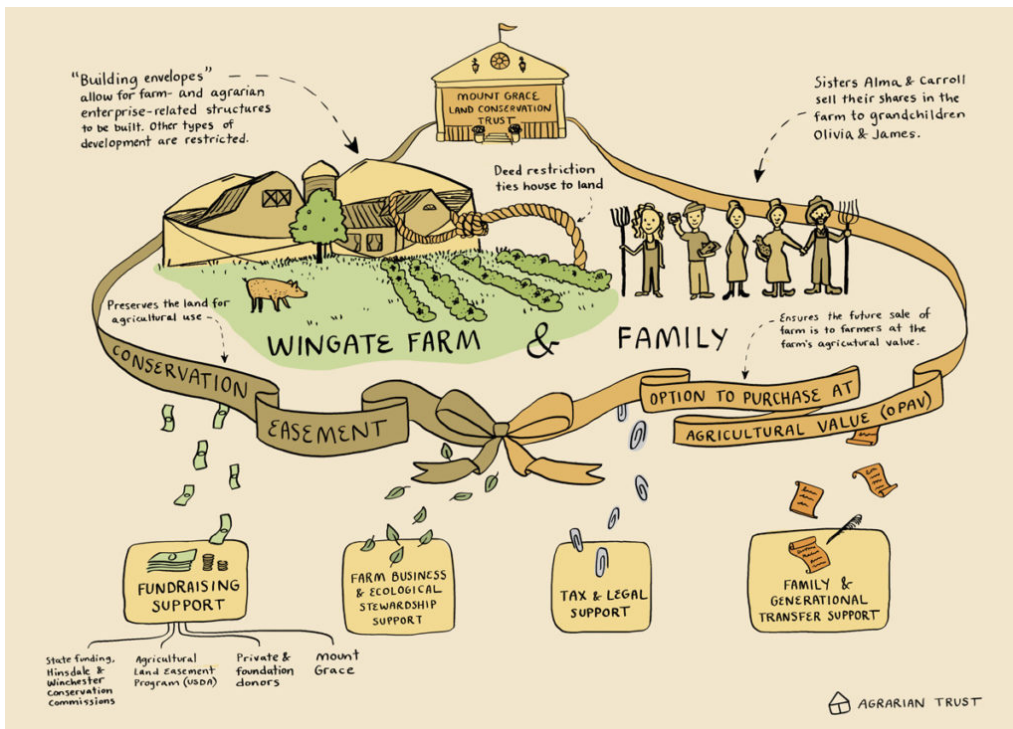
When you donate your land to an Agrarian Commons that gift will directly benefit the next generation of farmers by providing land access that is affordable and secure, it will also benefit the environment by transforming the value of soils and ecosystem, and it will benefit the local food system by supporting farm viability. There is also an option to donate a portion of your property or to spread the gift over multiple years for tax purposes.

An Outright Donation

- Do not wish to pass land on to heirs
- Own property that you no longer use
- Own significantly appreciated property
- Own a large amount of property and are concerned about estate tax burdens you may pass on to your heirs
- Would like to be relieved of the responsibility of managing and caring for the land
- Wish to make a lasting gift to the environment, to your community, to agricultural sustainability, and to future generations.



This type of donation of land involves transferring a title to Agrarian Trust and can provide substantial income tax deductions and estate tax benefits while avoiding any capital gains taxes that would have resulted from selling the property. Agrarian Trust then transfers title to the agrarian commons local to the land and structured with a local farmers-centered board responsible for managing your donated farm in a way that is affordable, accessible, and secure for generations to come. By donating your land to Agrarian Trust, you will be preserving it as your legacy – an Agrarian Commons supporting a strong regional food system and a healthy environment.



Remainder Interest

This is a way for you to continue enjoying your home and some responsibility for the farm while initiating, observing, and supporting the transition of farm operations to the Agrarian Commons and a new generation of farmers. As a donor for remainder interest, you will still be able to claim a charitable deduction for the value of the remainder interest.





AMERICAN FARMLAND TRUST'S MISSION IS TO SAVE THE LAND THAT SUSTAINS US BY PROTECTING FARMLAND, PROMOTING SOUND FARMING PRACTICES, AND KEEPING FARMERS ON THE LAND.

ABOUT THE PROGRAM:

American Farmland Trust was founded in 1980 to save America's farms and ranches. AFT is the only national agricultural organization that approaches its work in this comprehensive, holistic manner. We recognize the connection between the land. Today due to the AFT's efforts millions of acres of farmland that otherwise would have been converted into house lots and shopping malls remain in farming, and tens of thousands of farmers and ranchers have adopted better farming practices.

HOW IT WORKS:

One of the big barriers is the cost of land, a barrier that can often be overcome if that land is protected with a well-structured agricultural easement. Farmland protected with an easement sells at its "farm value" not its "development value" making it more affordable. Agricultural easements provide a path for beginning farmers to get into the business and for existing farmers to expand their operations. This is an underlying economic issue and AFT has researched and piloted alternative mechanisms by which farmers might be compensated for environmental stewardship.

PROGRAMS & PROJECTS INCLUDE...

- Help to protect farms and ranches that will be available more affordably for incoming farmers.
- Help aging farmers and ranchers consider options for their property
- Train and support professionals from across the nation who help would-be farmers and ranchers secure the right land and take on a new business.
- Operate the New York Farmland finder and advisers NJ
- Assist other farmland finder and farm-link programs across the nation
- Create markets for farmers by linking them to schools and other institutions in NY
- Support a national network of farm viability service providers

Click Here for an Informative Video





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| MISSION & VISION

THE NATIONAL YOUNG FARMERS COALITION REPRESENTS, MOBILIZES, AND ENGAGES YOUNG FARMERS TO ENSURE THEIR SUCCESS. WE ENVISION A COUNTRY WHERE YOUNG PEOPLE WHO ARE WILLING TO WORK, GET TRAINED, AND TAKE A LITTLE RISK CAN SUPPORT THEMSELVES AND THEIR FAMILIES IN FARMING.

ABOUT THE PROGRAM:

The National Young Farmers Coalition shifts power and changes policy to equitably resource a new generation of working farmers. We envision a just future where farming is free of racial violence, accessible to communities, oriented towards environmental well-being, and concerned with health over profit. Since our founding in 2021, we have grown our grassroots network to over 200,000 farmers and supporters and have won historic investments in beginning farmer training, outreach to farmers of color, farmland conservation, and accessible COVID relief.

There are multiple chapters across the U.S. that the coalition brings together to be able to create local support for those who join the program within that state or local region. This is the heart of the grassroots network. Each chapter of farmers lead groups that boost morale among new farmers, facilitate friendships and business partnerships, and offer an organizing platform for tackling barriers on the local, state, and national level. Within each chapter, the primary focus is to connect beginning farmers to these resources as well as to each other through an email list service, Facebook, and Instagram. They also work to represent beginning farmers' interests at the statehouse in local political arenas. National Young Farmers Coalition Assists Young Farmers in navigating business challenges and opportunities, land access resources, and training, and all-around support in continuing prosperous farming land and next-generation farmers on it.

GUIDING PRINCIPLES

Independent Family Farms

Sustainable Farming Practices

Fair Labor Practices

Farmers of Every Race, Gender, & Sexual Orientation

Farmer to Farmer Training

Affordable Land for Farmers

Cooperation & Friendship Between All Farmers



HOW IT WORKS:



SERVICES

- **Business Services:** AFT is actively developing new resources, training, and online tools for young and beginning farmers, including guidebooks on federal programs and regulations, in-person workshops and training, and a cooperatively farmer-owned software application to help solve fundamental marketing challenges. They have also trained up to 2000 farmers.
- **Land Access Training:** Land innovation training for farmers and conservation professionals in each chapter hold national and regional training and covers technical aspects of implementing conservation easements with options to purchase agricultural value.
- **Finding Farmland Calculator:** This is a unique mortgage calculator designed to teach farmers about their financing options and creditworthiness when buying farmland. This helps individuals understand their financing options and creditworthiness when buying farmland, build one or more purchase scenarios, then compare the total costs, monthly payments, and score several financial ratios.
- **Western Water Trainings:** These trainings help ensure that young farmers have the resources to understand their water rights, engage in meaningful conversation, and enter roles of water leadership. The NYFC brings western farmers and ranchers the water information they need to help shape that future.
- **Service Provider Directory:** this is a directory of farmer training programs, submitted to the NYFC to be the resource for all service providers. It just allows a place for farmers to go and thoroughly research options and seek reviews from the training that would hit what they need.

OTHER IMPORTANT INITIATIVES THAT NYFC STANDS FOR...

- **Young Farmers for Racial Equity:** NYFC is fighting to clear the path for their leadership and wisdom to be recognized and regarded as integral in securing a sustainable future for agriculture. They do this by shifting power to farmers of color and prioritizing their values in all the programs. This has resources and a directory of programs in action.
- They also produce jobs and internships and actively expand their team to help achieve bold visions for transformation in the agricultural system.



[Click Here to Try Out the Farmland Calculator](#)



YOUNG FARMERS

Finding Farmland Calculator

[USE EN ESPAÑOL](#)

Use this calculator to build scenarios for purchasing farmland. You can compare detailed estimates of total costs, monthly payments and affordability metrics, then download the results to have on hand when meeting with a loan officer.

Enter the price of a property you are considering below to start.

\$

[Create scenario](#)





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MISSION & VISION

The National Sustainable Agriculture Coalition (NSAC) is an alliance of grassroots organizations that advocates for federal policy reform to advance the sustainability of agriculture, food systems, natural resources, and rural communities. The NSAC's vision of agriculture is one where a safe, nutritious, ample, and affordable food supply is produced by a legion of family farmers who make a decent living pursuing their trade, while protecting the environment, and contributing to the strength and stability of their communities.

ABOUT THE PROGRAM:

NSAC member groups advance common positions to support small and mid-size family farms, protect natural resources, promote healthy rural communities, and ensure access to healthy nutritious foods by everyone. By bringing grassroots perspectives to the table normally dominated by big business, NSAC levels the playing field and gives voice to sustainable and organic farmers.

TO DO THIS WORK, NSAC...



HOW IT WORKS:

The National Sustainable Agriculture Coalition (NSAC) leverages the power of DC-based advocacy, public education, and grassroots voices nationwide to advance policies for a more sustainable farm and food system. They engage in advocacy work with legislators and administrative agencies in Washington, DC, while also building the capacity of members to do effective grassroots organizing work. This synergy between a well-established DC office and a network of grassroots farmers and advocates participating through strong organizations is the key to NSAC's success.

THROUGH THE USE OF...

Campaigns

Learn about our current major campaigns spanning a host of sustainable agriculture issues.

Issues

Learn about the full range of policy issues we work on and why they matter.

Our Process

Learn about our organizational structure and how NSAC involves its grassroots members in the policy.



TO LEARN
MORE...



| MISSION & VISION

To help Maryland's farm, forestry, and seafood businesses achieve sustainability and profitability through the provision of targeted business assistance and financial services that helps retain existing resource-based industry production and commerce, promote rural and urban-edge entrepreneurship, and nurtures emerging food/feed/fiber industries.

ABOUT THE PROGRAM:

MARBIDCO is a quasi-public economic development organization chartered by the state of Maryland and headquartered in Annapolis. Its mission is to help Maryland's (typically small and family-owned) farm, forestry, and seafood businesses to prosper through the provision of targeted financial and other services that helps retain existing resource-based industry production and commerce, promote rural entrepreneurship, and nurture emerging or expanding agricultural enterprises. They are committed to supporting the sustainability of the state and a safe and healthy local food supply, clean air and water, thriving rural communities, and productive pastoral scenic vistas are what we plan to help sustain for future generations.

The Next Generation Farmland Acquisition program is available to help qualified young or beginning farmers who have trouble entering the agricultural profession, because of relatively high farmland costs and lack of access to adequate financial capital to purchase farmland. This program addresses two key challenges:

1. Helping young or beginning farmers obtain financing for the purchase of farmland
2. Helping to secure a viable future of Maryland's agricultural industry by preserving working farm and forest land for future generations.

HOW IT WORKS:

Under this program, MARBITCO will pay up to 51% of the Fair Market Value of the land only (with a cap of 500,000). Following the land sale transaction, the Next-Gen Farmer will then have a period of several years to sell the permanent easement to a rural land preservation program that is able and willing to hold the permanent easement (thus extinguishing the development rights on the property forever). Once a permanent easement has been subsequently facilitated, the Next-Gen Farmer is obligated to repay MARBITCO the original Next-Gen Program Option Purchase amount, plus a 3% administrative fee. If the Next-Gen Farmer cannot sell the permanent easement within the specified timeframe, the Option will be exercised (for no additional money) and the permanent easement will be held by a "third-party default easement holder" (either a county agricultural land program or a private land trust designated by MARBITCO).





TO LEARN
MORE...



| MISSION & VISION

Our mission is to ensure the future of farming in New England by putting more farmers more securely on more land. We envision a vibrant landscape of working farms managed by thriving farmers. Entire communities will benefit from the increased farming opportunities, healthy lands, and a more secure food supply. We are leaders in a broad network of groups that are tackling farmland access, transfer, and tenure issues across the country.

ABOUT THE PROGRAM:

Since 2004 The Land for Good organization has been providing caring support and expert guidance to help farmers, landowners, and communities navigate the complex challenges of land access, tenure, and transfer. The comprehensive and collaborative approach achieves customized solutions and helps realize family, farm business, and community goals.

The goal of this program is to work to strategize land access and tenure security for beginning and established farmers. Therefore, they have decided to provide direct assistance to individuals and communities, while building the capacity of farm service providers and strengthening public policies. Providing caring and practical help for individual farmers has proven itself to not be enough so Land for Good also works towards changing the social, economic, and political “systems” that will improve how farmers access, hold and transfer farmland. This helps to remove current barriers to land access and improving the security of tenure with new methods is key to these systems changes. New England is the target area of impact and the learning laboratory. Field agents are on the ground across the six-state region, working with individuals and communities, building partnerships, and strengthening services.

HOW IT WORKS:

Opportunity. Legacy. Stewardship.

- Our Farm Seekers Program fosters farming opportunities by helping farm seekers acquire farms and farmland. Helping to prepare and support beginning and established farmers, helping them to make sound land tenure decisions.
- Our Farm Legacy Program ensures meaningful legacies by helping transfer farms to the next generation or operator. We enhance farming opportunities and help preserve the landscape and character of our communities. Working directly with farmers and farm families.
- Our Working Lands Program increases land stewardship by helping landowners make land available for farming. Working with private, organizational, and public non-farming landowners to help them make sound land-use decisions and agreements.

