

Land Access: Updates on Regional Efforts



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Land Access: A Systems Approach

- More attention and support
 - Non-traditional models and methods
 - Who are seekers?
 - Who else is involved?
 - Landowners (farming and non-farming)
 - Community members
 - Policymakers
- 



Seekers: variety

- Starry-eyed beginners
 - “Restrategizers”; scaling-up
 - Established: relocating, expanding
 - Junior generation on the farm
 - Diversity
 - Ethnic, cultural, language differences
 - Gender challenges
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Recent Work

- FarmLASTS
 - Research paper
 - Land Access curriculum
- National “Just Land” convening (MN)
- Upcoming: New England Farmland Convening





Farmland Advisors

- AFT and LFG, funded by NESARE
 - 80+ service providers
 - Learn basics
 - Land access
 - Land transfer and succession
 - Non-farming landowners
 - Assist audiences, make referrals
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Land Access Challenges

- Availability
 - Access
 - Affordability: not = cheap
 - Findability
 - Security
 - Equity
 - Housing
- 



Seekers: Stress Options and Readiness

- Tenure: a path
 - To own or not to own
 - Equitable division of rights & responsibilities
 - Culture and stereotypes
 - Start with personal, family and business goals
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Update: Land Access Project

- Six states
 - Over two-dozen partners
 - Five task forces
 - Listing and Linking
 - Non-farming landowners
 - Farm Transfer Network
 - Tenure Innovations
 - Coaching
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Listing, Linking & Matching

- More programs emerging at various geographic levels
 - Important to define and distinguish
 - Important to coordinate
 - Important to promote!
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Listing

- *A managed list of available farm properties; sometimes also list of seekers.*
 - May include:
 - Landowner application
 - Seeker application
 - Online/other posting
 - Notification process
 - Updating process
 - Outreach/promotion
- 



Listing clearinghouse

- NewEnglandFarmlandFinder.org
 - Consortium design and support
 - Key features: easy, automated, etc.
 - Low budget and administration
 - Pre-directs listers and seekers to resources
 - Harmonize with other linking sites & prog' s
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Linking

- *A service providing contact information to seekers/owners, typically pre-sorted or screened*
 - May include:
 - Providing selected contact/other info
 - Screening and categorizing/ coding owner and seeker applicants
 - Supporting information
 - Site visits
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Matching

- *A service that facilitates a specific transaction between a specific seeker and owner.*
 - May include:
 - Purchase/sale transaction support
 - Lease drafting/negotiation
 - Management agreement
 - Facilitated meetings
 - Advisor team bldg. (legal, other)
 - Specific TA/referral
 - Site visits
 - Farmer recruitment
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Support Services

- *Services that build seeker [and owner] competencies to engage in farm acquisition*
 - **Business/financial/acquisition planning
 - Land use planning, farm design
 - Estate/succession/transfer planning
 - Tenure option information
 - Lease education
 - Land protection/easements
 - Landowner education, information
 - Other
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Helping Farm Seekers

- Three-legged stool
 - Education
 - One-on-one TA/consulting and support
 - Property lists





Seeker education

- Workshops
 - Educational materials (guides, tools, workbooks, samples, templates, etc.)
 - Online courses:
 - Acquiring Your Farm
 - leasing tutorial
 - FarmLASTS curriculum
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Innovation

- Investor research (LAP) & next steps
 - PDR and OPAV: LAP report
 - Leasing improvements: LAP report
 - Policy recommendations: LAP report
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Innovation

- Multiple operators: SARE project
 - Land base for regional food security
 - Land reclamation/restoration
 - Housing (farmer and labor)
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For more information

- www.landforgood.org
- Info@landforgood.org
- www.newenglandfarmlandfinder.org
- www.uvm.edu/farmLASTS

Thank you!

