



We represent, mobilize and engage young farmers to ensure their success



Network Building



Policy Change



Business Services



 <p>Johnny's Selected Seeds An employee-owned company</p> <p>5% off</p>	 <p>HIGH MOWING An employee-owned company</p> <p>10% off</p>	 <p>HOSS WWW.HOSSTOOLS.COM</p> <p>10% off</p>	 <p>REDBACK</p> <p>30% off</p>
 <p>ROSIES workwear for women</p> <p>15% off</p>	 <p>CHELSEA GREEN PUBLISHING the politics and practice of sustainable living</p> <p>35% off</p>	 <p>GREEN HERON TOOLS</p> <p>10% off the HERS™ line of tools</p>	 <p>Bob-White Systems</p> <p>10% off</p>



Land Access Program



Working to ensure farmland
in America remains
available, accessible, and
affordable to farmers now
and for generations to come.



Land Access Program

- **Trainings** – trainings & presentations for farmers & land trusts across the country.



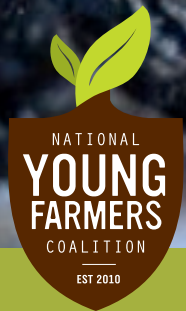
- **Resources** – guidebooks, fact sheets, online land access affordability calculator tool.

- **Policy Advocacy** – working with partners at the federal, state and local levels.



Overview

- Who are young farmers? What are their land access needs?
- What is the context of land use in the United States?
- Why does it matter? What's the urgency?
- What are the tools? What can we do about it?



Who are young farmers?





BUILDING A



FUTURE →



WITH



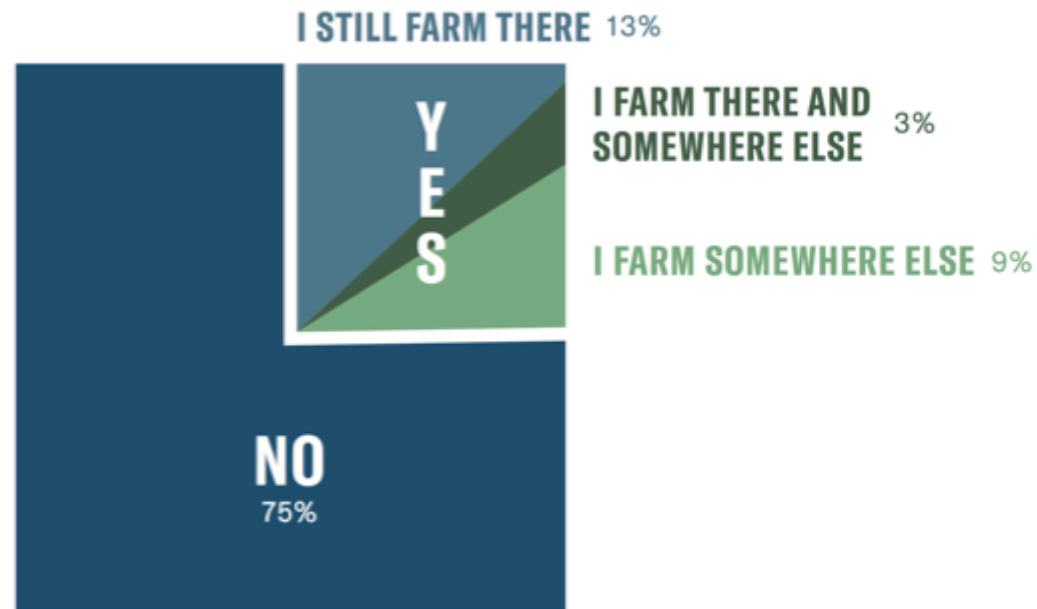
FARMERS



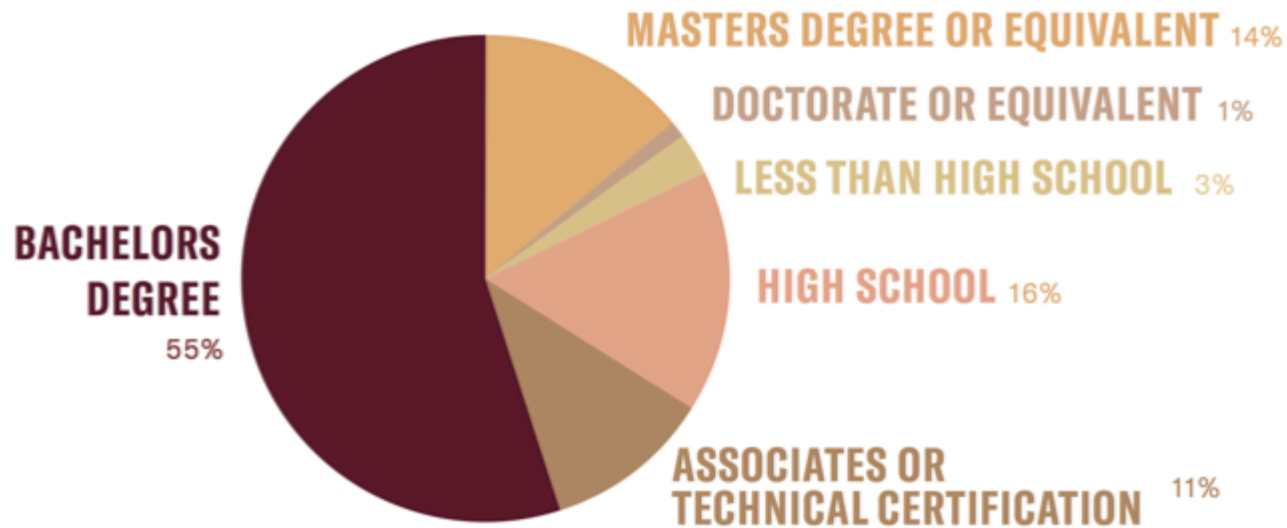
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The majority didn't grow up on a farm

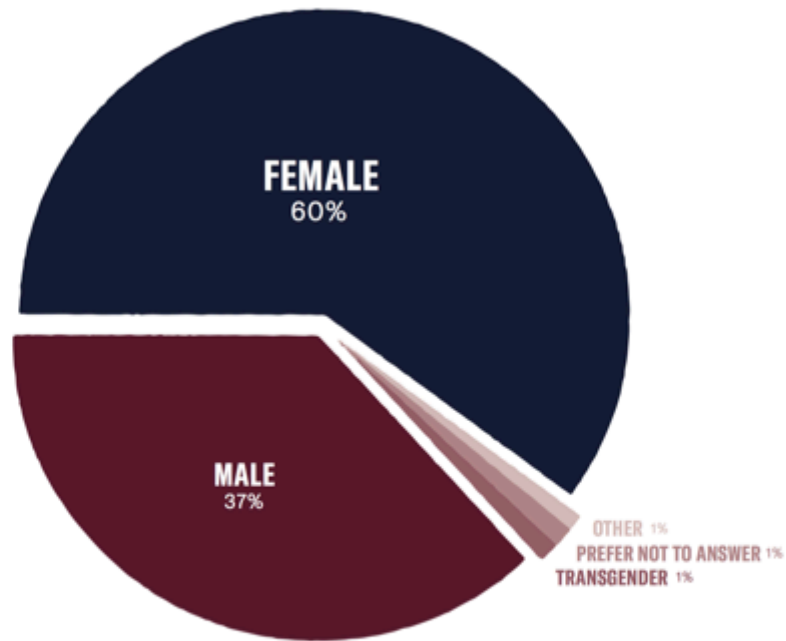
DID YOU GROW UP ON A FARM?



Young farmers are highly educated



The face of farming is changing

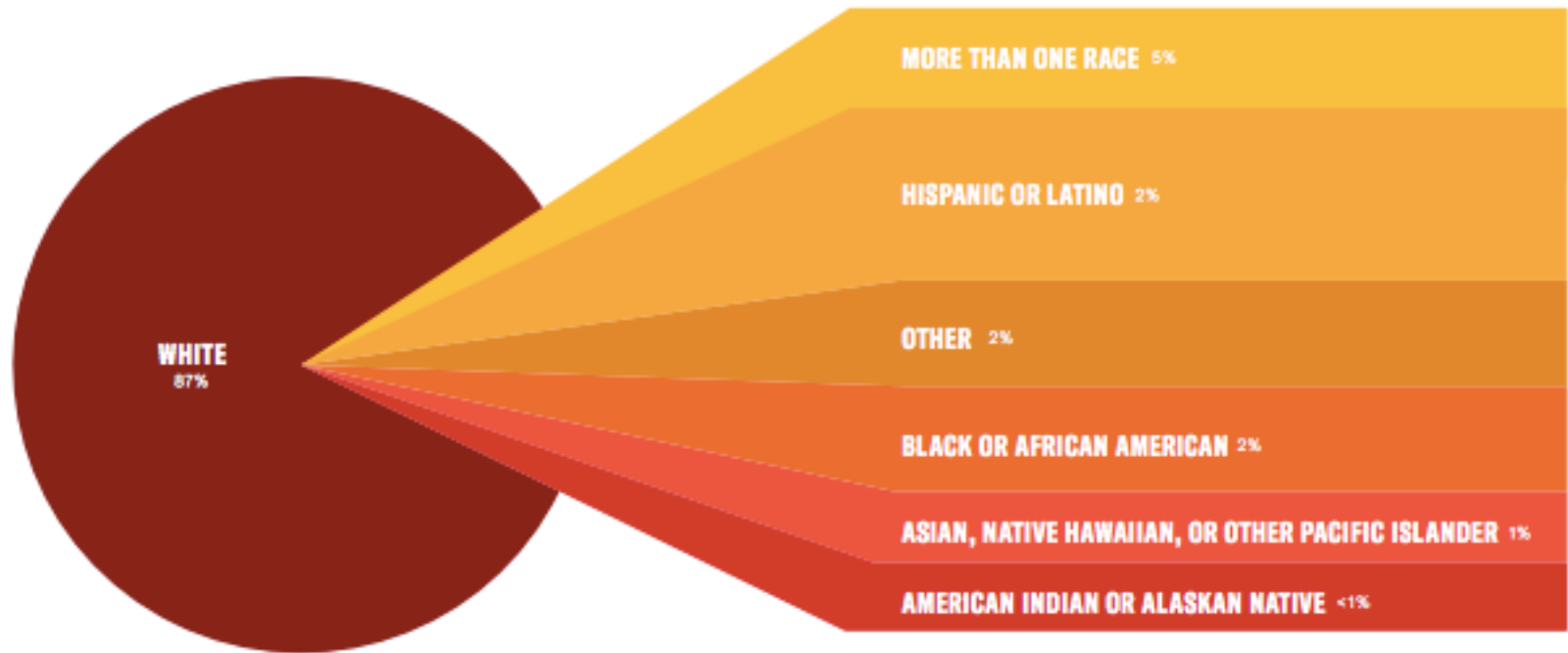


**WOMEN ARE LEADING
THE FUTURE OF FARMING**



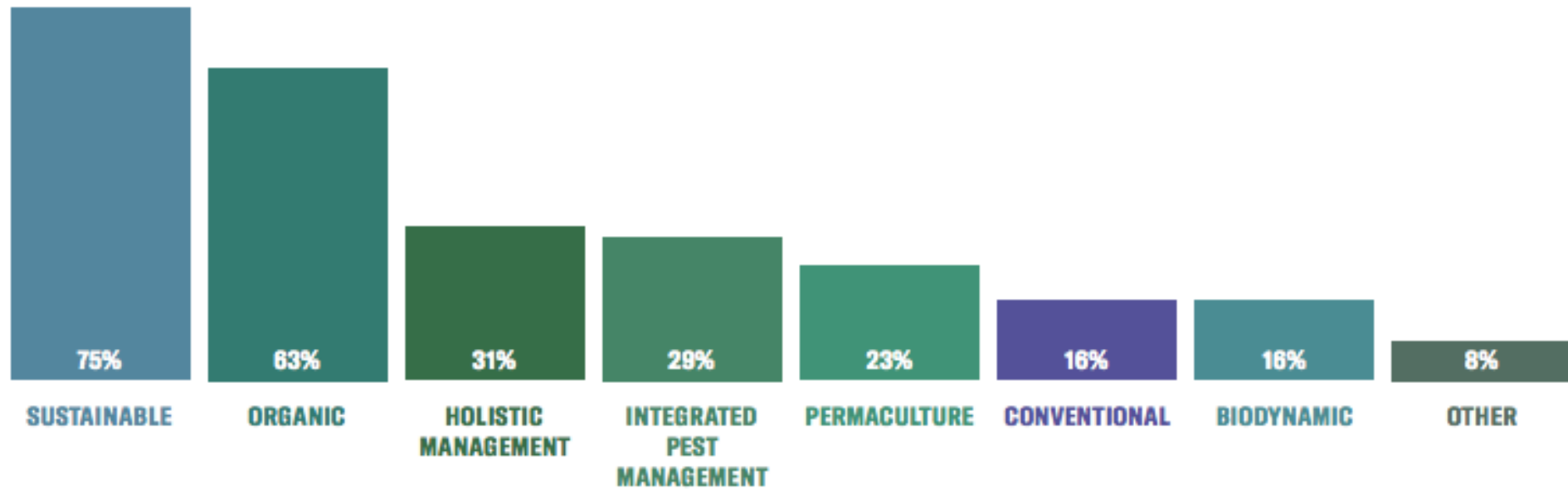
The face of farming is changing

DISTRIBUTION OF RESPONSES BY RACE


















Using sustainable practices

HOW DO YOU DESCRIBE YOUR FARMING PRACTICES?



Growing on diversified operations & selling directly to consumers



		% OF TOTAL RESPONDENTS	PRODUCT WITH HIGHEST SALES*
	VEGETABLES	72%	48%
	LIVESTOCK (TOTAL COMBINED)		25%
	FLOWERS	38%	3%
	POULTRY	35%	5%
	FRUIT AND NUTS	33%	3%
	HOGS	22%	4%
	BEEF CATTLE	20%	6%
	OTHER	17%	8%
	FIELD CROPS	16%	6%
	DAIRY: COWS, SHEEP OR GOATS	15%	6%
	HONEY	15%	1%
	NURSERY, FLORICULTURE OR GREENHOUSE CROPS	14%	2%
	SHEEP	13%	2%
	SMALL GRAINS	11%	1%
	OTHER LIVESTOCK	8%	1%
	FOREST PRODUCTS	8%	0%

Debt & off-farm income

- 46% cite student loan debt as a significant challenge
- 61% work off-farm to supplement income

“With a pathway out of student loan debt, we could access the financing needed to buy our farmland.”

**– Matt and May Williams
Wisber Farm Aurora, WI**

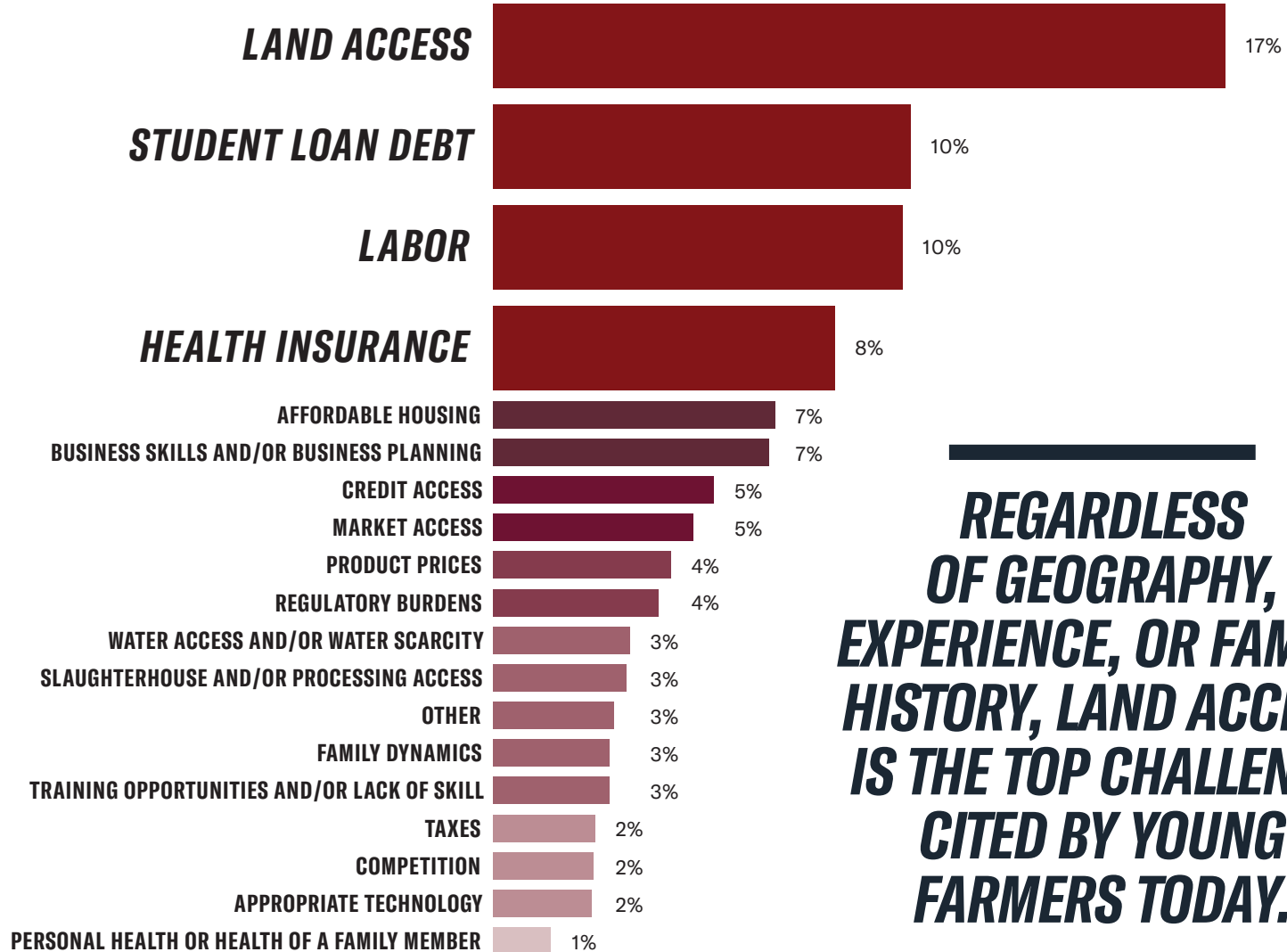


NATIONAL
**YOUNG
FARMERS**
COALITION

EST 2010

TOP CHALLENGES FOR YOUNG FARMERS

WHAT IS THE MOST SIGNIFICANT CHALLENGE TO FARMING OR RANCHING?



**REGARDLESS
OF GEOGRAPHY,
EXPERIENCE, OR FAMILY
HISTORY, LAND ACCESS
IS THE TOP CHALLENGE
CITED BY YOUNG
FARMERS TODAY.**

CHALLENGES OF LAND ACCESS

1. Cannot find land

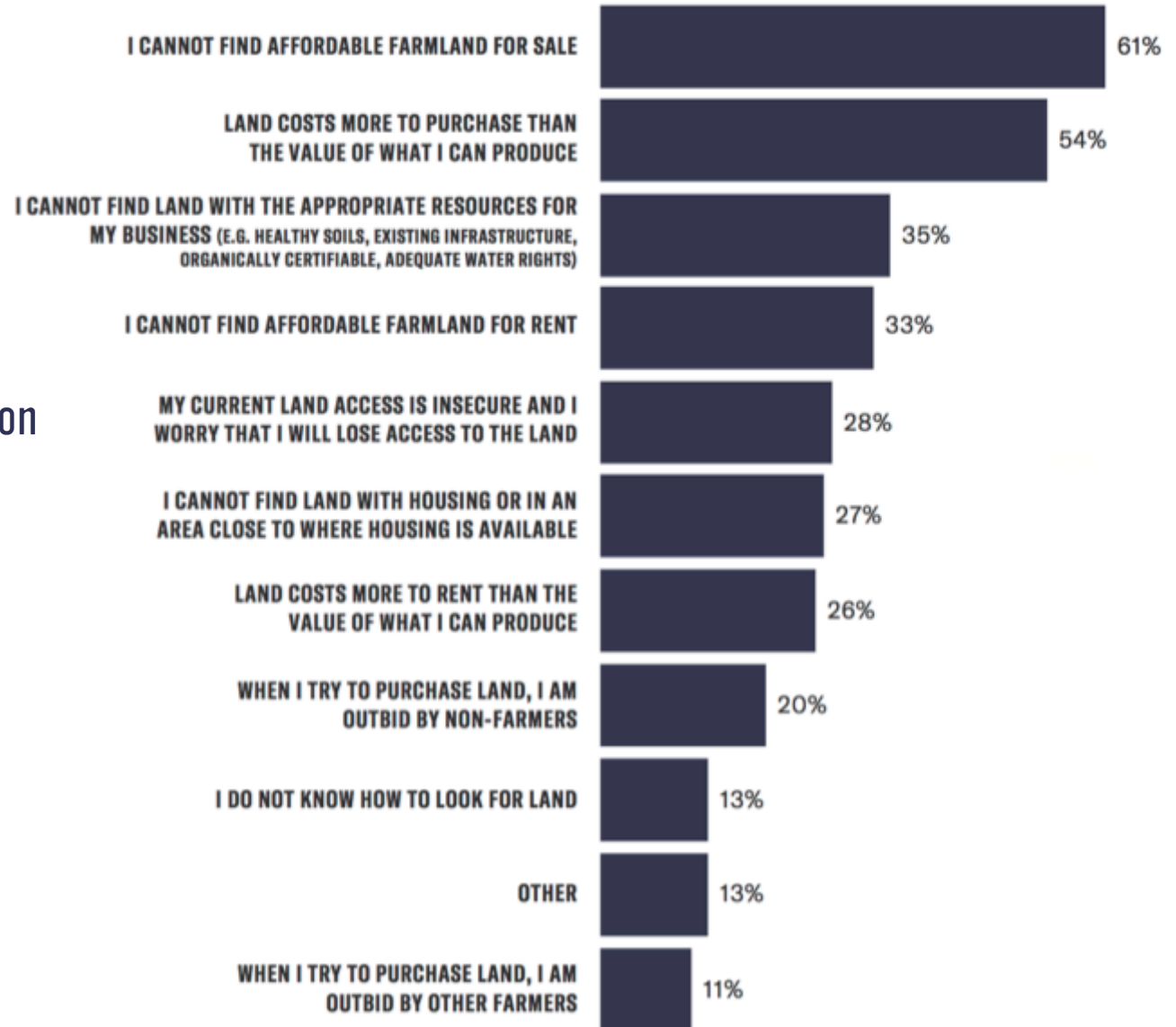
2. Costs more than

value of production

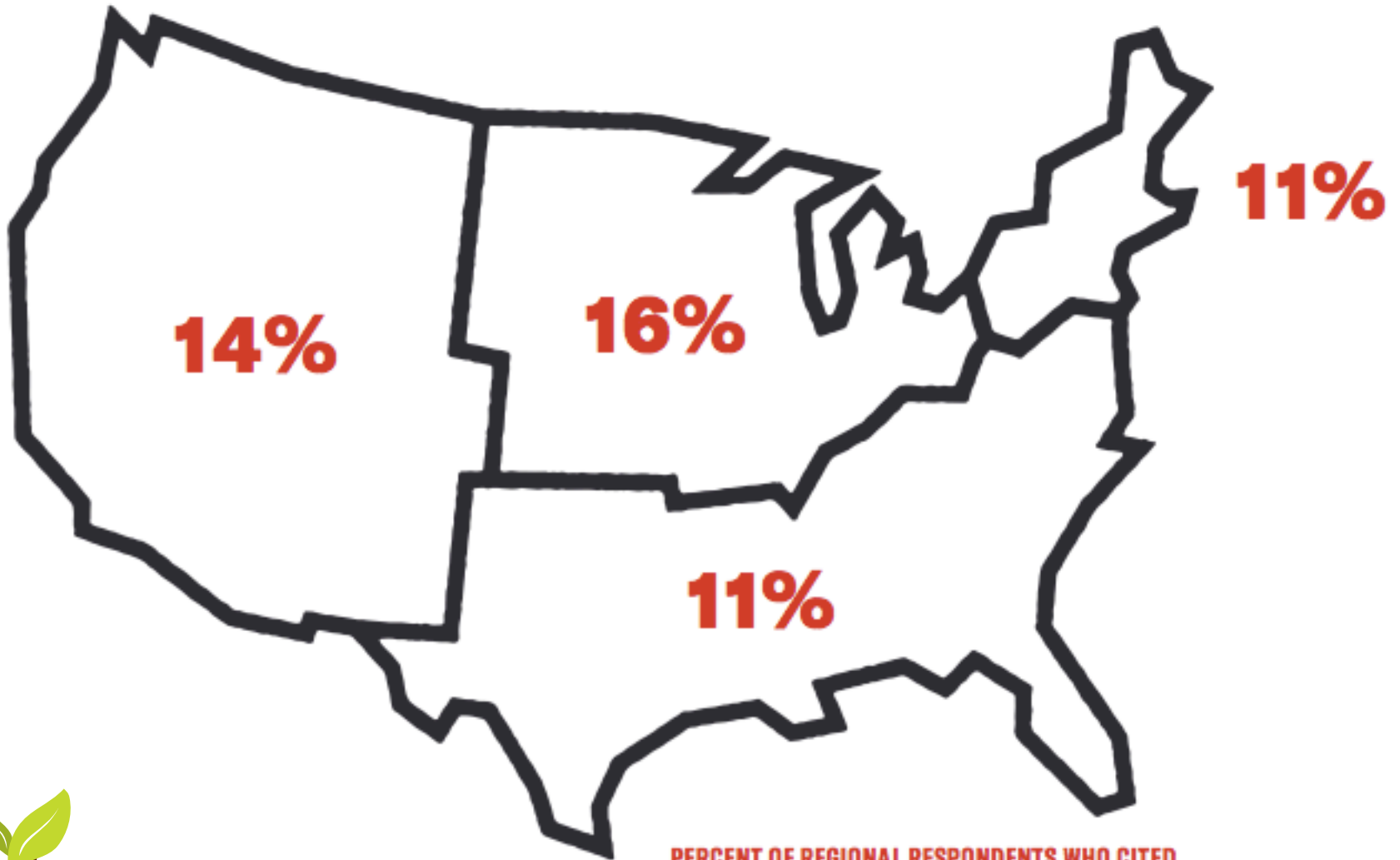
3. Can't find with

appropriate

resources



LAND ACCESS IS A CHALLENGE ACROSS THE COUNTRY



PERCENT OF REGIONAL RESPONDENTS WHO CITED
LAND ACCESS AS A SIGNIFICANT CHALLENGE

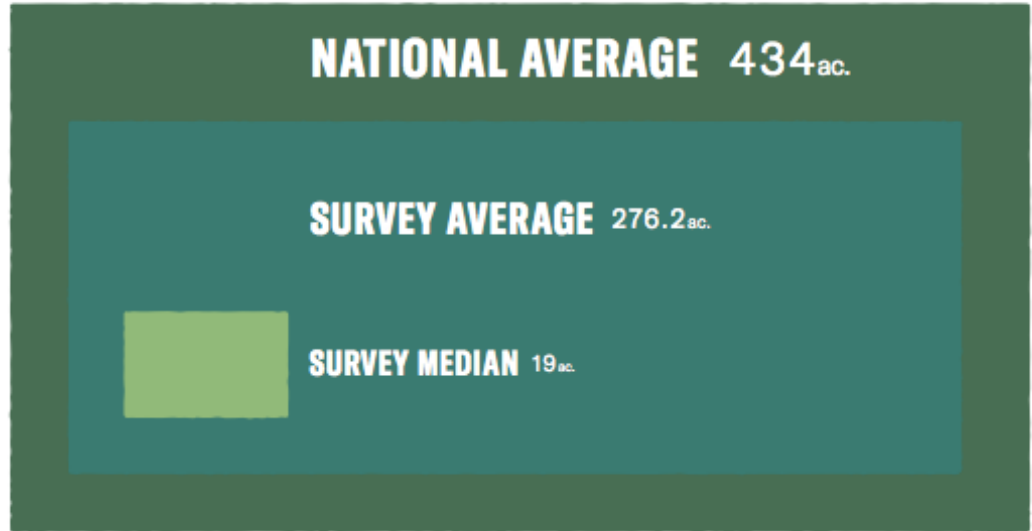



LAND OWNERSHIP OF RESPONDENTS



NEITHER RENT NOR OWN LAND 1%

COMPARATIVE ACREAGES





“I was farming in Little Rock, AR within the city limits. After five years of stewardship under a lease agreement, the property owner presented me with an ultimatum—buy the land at an unreasonable price or vacate. I chose to vacate.”

*Ryan Boswell, Little Rock, AR
Survey Respondent*



“Young and beginning farmers need to own the land they farm and have access to affordable farmland where there are people – not exclusively highly rural areas. This is vital to land health and regional food security.

This is the single largest issue facing us as first generation farmers.

Vegetable grower in PA, NYFC 2017 Survey



**Farmers need land that is:
available, accessible,
appropriate, affordable,
equitable, and secure.**



- **AFFORDABLE LAND**

- Farmers can make lease or mortgage payments on a farming income
- Land payments leave farmers with enough to invest in establishing business
- Accessible to *working* farmers

from Equity Trust



- **EQUITY**

- Fair sharing of rights & responsibilities
- Farmer has ability to retain & recapture value from investments on the farm

from Equity Trust



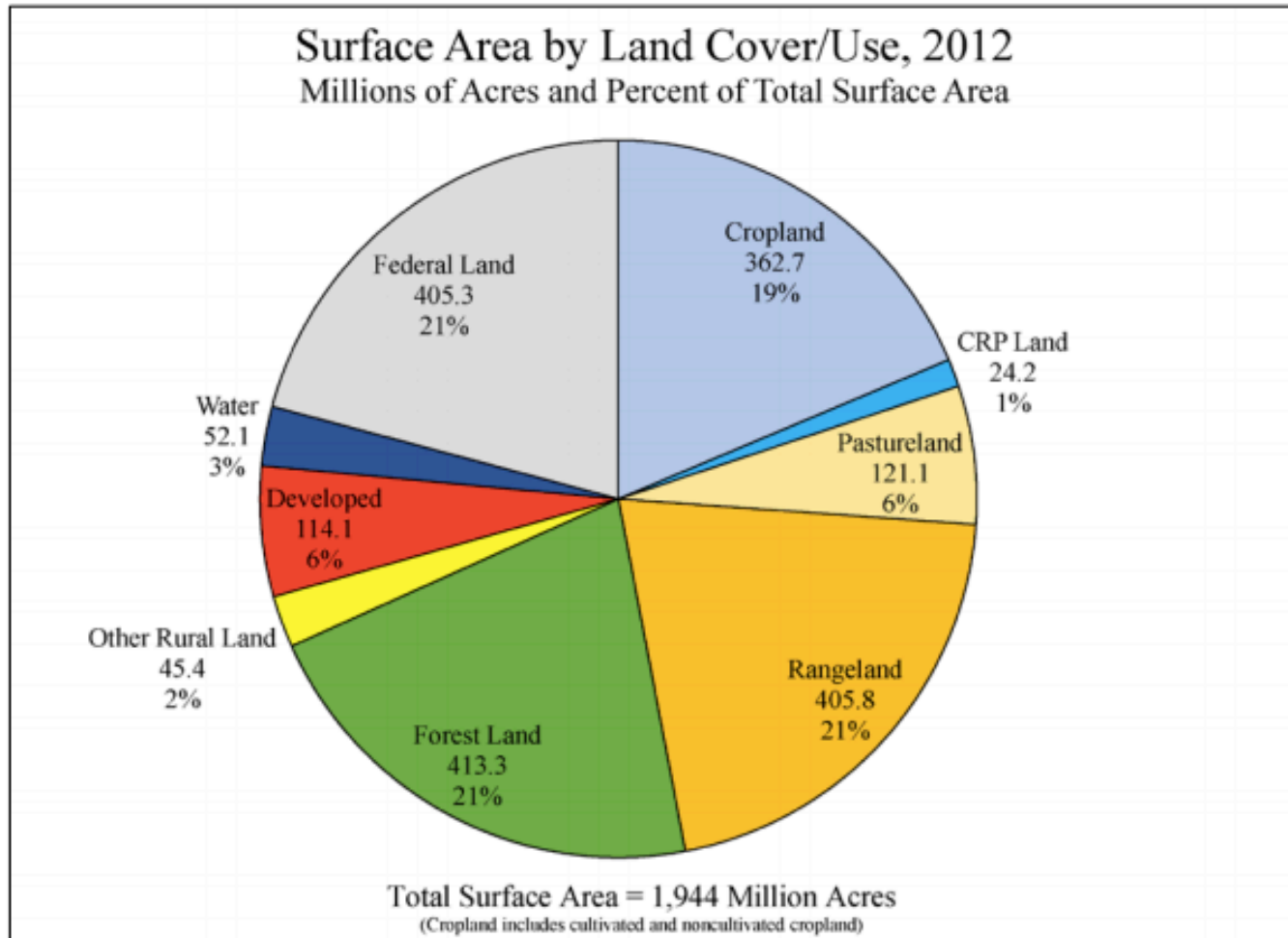
- **LAND SECURITY**

- Ability to develop & grow market for products
- Provides opportunity to tailor business to location
- Enables access to financing
- Stewardship of land & buildings possible

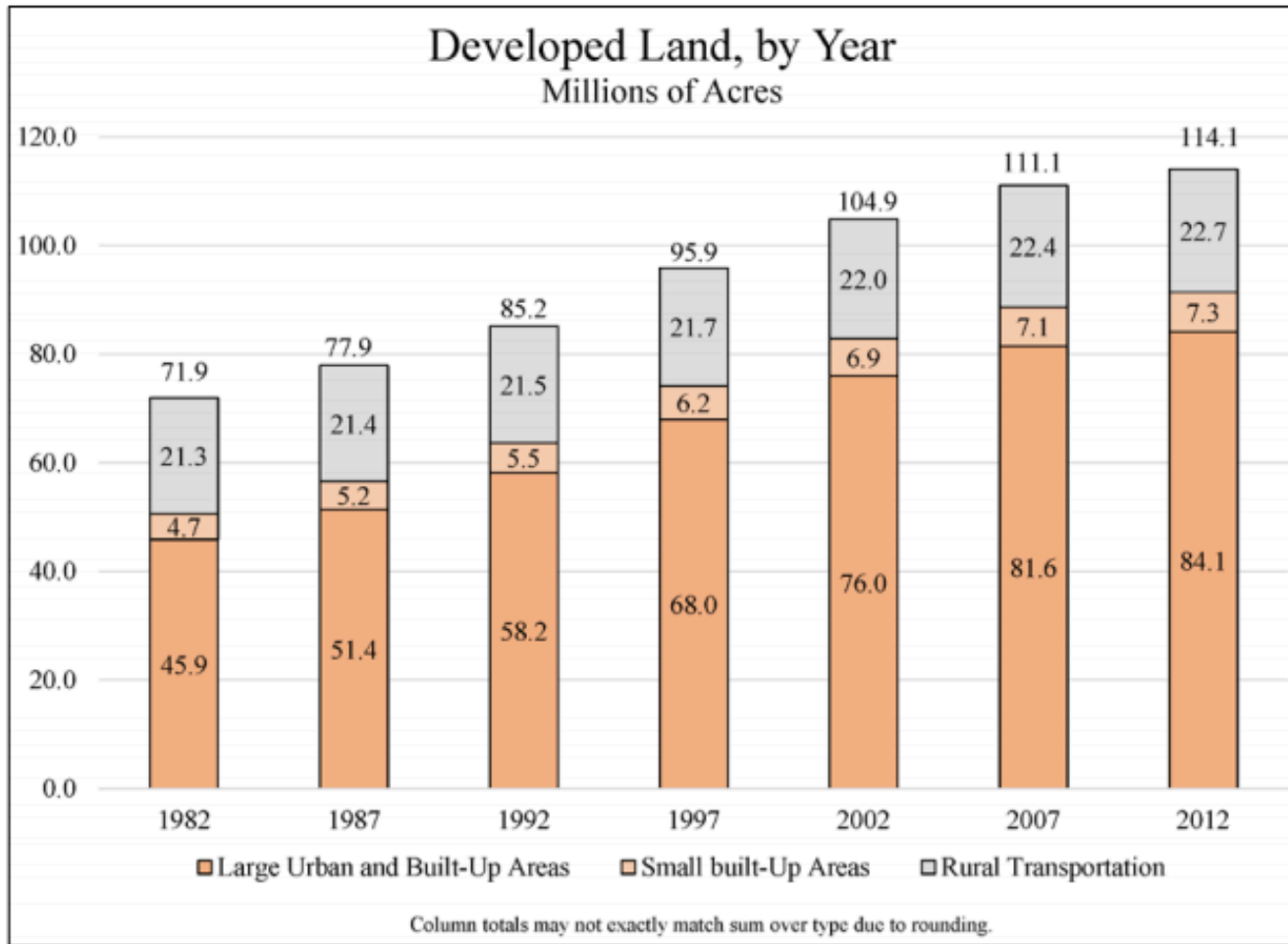
from Equity Trust



1.9 billion acres of land in the U.S.



Developed land on the rise



Who Owns the Land

Over a third of land in the US is rented, mostly for use as cropland. This land is mostly owned by white, older individuals.

– USDA TOTAL, 2014

“45% of landlords have never farmed.”

– USDA TOTAL, 2014

“25 million acres of ag land, approximately 2%, are in foreign ownership.”

– “Foreign Holdings of U.S. Ag Land,” USDA, 2011

Of all private U.S. agricultural land, white operators own 95% of farms, account for 98% of the market value, and operate 93% of the acres.

– USDA Census 2012



Farmland in Transition

Within the next two decades, two thirds of U.S. farmland will need a new farmers.

– USDA Census 2012

In the next five years, 10% of agricultural land in the contiguous U.S. will change hands. Only 2.3% of that land is expected to be sold to non-relatives.

– USDA TOTAL 2014

Between 1982 and 2007, the U.S. lost over 23 million acres to development. Land was lost in every state and prime soils were disproportionately affected.

– American Farmland Trust



Land Affordability

In 1951, if ag rents were the sole source of return from farmland, it could pay for itself in 14 years. In 2007, it would have taken more than 33 years.

- "Trends in U.S. Farmland Values & Ownership," USDA 2012

The ratio of farm production value to farm real estate value is 16% – the lowest it's ever been – \$1 in real estate generated \$.16 in production.

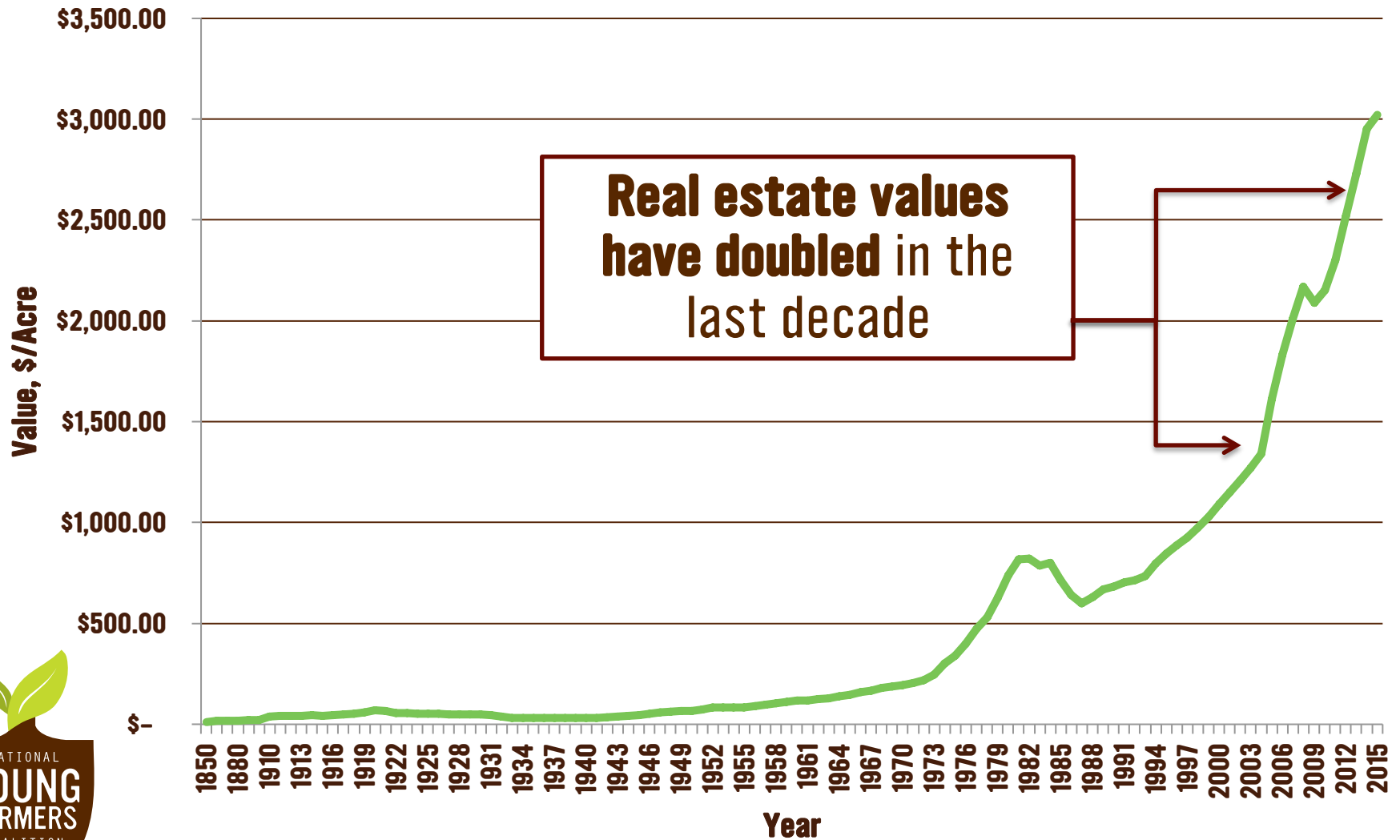
- Ag Economist, 2017


Farmland inflation rates have increased by nearly 150% over the past 15 years, rising to well over \$10,000 per acre in some states.

- USDA TOTAL 2014



Challenges





Young, beginning farmers with \$100,000 or more in income from farming are less likely to own their land compared to farmers of similar age who do not make as much for their farm businesses.



Source: USDA ERS Report, 2018

A Time of Transition

- Land is transitioning - who will own it?
- Farmers can't afford to own the land
- Farmland is becoming increasingly consolidated and production is shifting to larger farms
- Land is a limited resource
- Real estate—who owns it and how it's valued, matter:
 - Land and buildings accounted for 82% of farm sector assets in 2016



What can we do?

- **Define values**
 - Resource protection, farmer security, food security, food justice
- **Understand needs—farmers need help:**
 - Competing in the marketplace for land
 - Affording land on a farming income
 - Staying on the land
 - Retiring farmers need help leaving the land
- **Determine what resources you have to help**



What are the tools?

- Finding land & making connections
 - Events
 - Farmlinking & matching
 - Listing properties
 - Transition resources
- Help navigating the legal pieces
 - Farm Commons
 - Conservation Law Foundation
 - Legal Food Hub
 - Cost sharing
 - Transition resources – Annie’s Project



What are the tools?

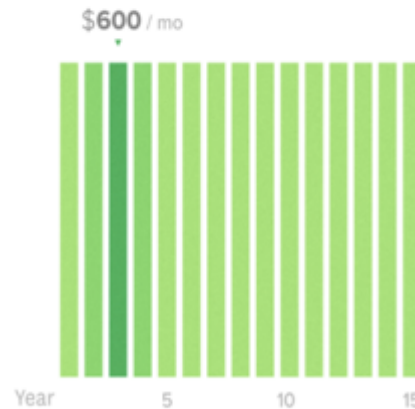
- Navigating the financial component

<https://findingfarmland.youngfarmers.org/calculator>

Case Studies

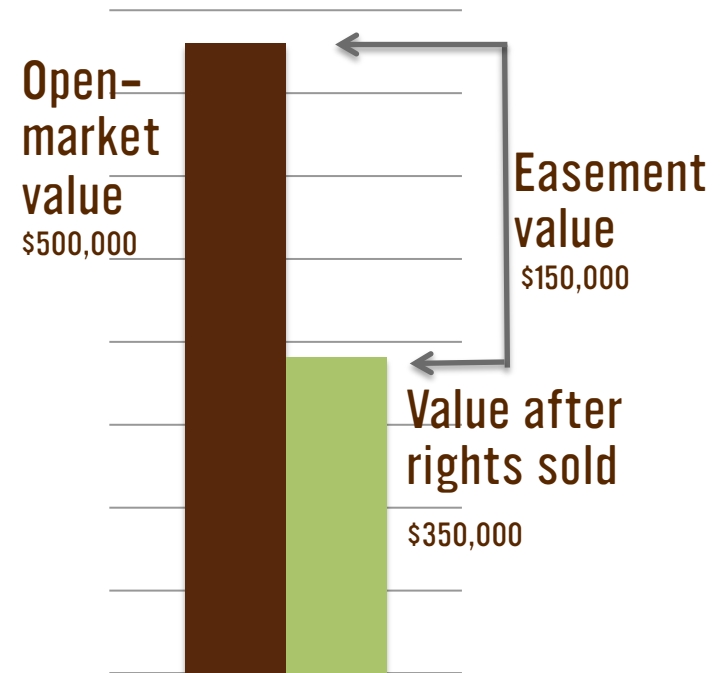


Calculator



What are the tools?

- Help affording on a farming income & getting land off the market
 - Farmland conservation
 - Working farm easements
 - Incubator properties
 - Ground leases
 - Lease-to-own



What are the tools?

- Zoning
- Ag planning
- Thinking outside the ag box
 - Education
 - Affordable housing
 - Health care



Organizations & Service Providers

- Think about what resources you have to put towards this challenge
- Help demystify the process as much as possible
- Understand the history of land use and oppression
- Be an active part of the conversation that reimagines the tools we have
- Study how other countries manage their farmland resources



Individuals

- **Vote for candidates who will change - make land access a political issue**
- **Join your local zoning board**
- **Join organizations like NYFC that are giving a voice to this challenge**
- **If you own land...**
 - **Consider selling it to a farmer**
 - **Give long-term security to a farmer**
 - **Consider putting a working farmland conservation easement on it**



Policy Change

- **Federal**
 - **Working farm easement funding & prioritization**
 - **Buy-protect-sell authorization in ACEP**
 - **FSA loan reform - direct farm ownership loan limit**
 - **CRP-TIP reform**
 - **Funding for 2501**
 - **Socially-Disadvantaged Groups Grant for cooperative development**
 - **Tax reform - capital gains tax**



Policy Change

- **State & Local**
 - **Working farm easement funding & prioritization**
 - **Tax incentives for land and asset transition**
 - **Capital gains tax**
 - **Current use tax**
 - **Access to state and other public land**
 - **Support legislation that addresses partition of heirs property**





RESOURCES

Download our guidebook for free at: www.youngfarmers.org/landaccess



FINDING FARMLAND

A FARMER'S GUIDE TO
WORKING WITH LAND TRUSTS



NATIONAL YOUNG FARMERS COALITION | JANUARY 2015

Community
Engagement

Farmer
Services

Purchase of
Ag
Easements

Farmland
Purchase

Farm
Viability
Programs



CASE STUDY



**NATIONAL
YOUNG
FARMERS
COALITION**
EST. 2016

**A PATH TO CONSERVATION AND FARM VIABILITY:
COMMUNITY ENGAGEMENT**

This banner features a landscape photograph of a mountain range under a blue sky with light clouds. The National Young Farmers Coalition logo is positioned on the left side. The text is centered at the bottom.



CASE STUDY



**NATIONAL
YOUNG
FARMERS
COALITION**
EST. 2016

**A PATH TO CONSERVATION AND FARM VIABILITY:
FARMER SERVICES**

This banner is split into two images: a yellow school bus on the left and a group of people standing in a field with a blue tarp on the right. The National Young Farmers Coalition logo is on the left. The text is centered at the bottom.



CASE STUDY



**NATIONAL
YOUNG
FARMERS
COALITION**
EST. 2016

**A PATH TO CONSERVATION AND FARM VIABILITY:
PURCHASE OF AGRICULTURAL
CONSERVATION EASEMENTS**

This banner is split into two images: a green field with a dirt path on the left and a tractor in a field on the right. The National Young Farmers Coalition logo is on the left. The text is centered at the bottom.



CASE STUDY



**NATIONAL
YOUNG
FARMERS
COALITION**
EST. 2016

**A PATH TO CONSERVATION AND FARM VIABILITY:
FARMLAND PURCHASE**

This banner features a photograph of a red barn with a white cupola in a green field. The National Young Farmers Coalition logo is on the left. The text is centered at the bottom.



CASE STUDY



**NATIONAL
YOUNG
FARMERS
COALITION**
EST. 2016


**A PATH TO CONSERVATION AND FARM VIABILITY:
FARM VIABILITY PROGRAMS**

This banner features a photograph of a tractor on a dirt path in front of a red barn. The National Young Farmers Coalition logo is on the left. The text is centered at the bottom.


CA FarmLink Website:

www.californiafarmlink.org/resource-library

----- **CONSERVATION** -----
AND
AFFORDABILITY OF WORKING LANDS:
NINE CASE STUDIES OF LAND TRUSTS WORKING
----- WITH NEXT-GENERATION FARMERS -----



Kendra Johnson, California FarmLink
with Molly Bloom, Liya Schwartzman, Ali Robinson,
and Frederick Smith of California FarmLink
and Holly Rippon-Butler of the National Young Farmers Coalition



Farm Commons Resources:

www.farmcommons.org



- **Financing a Farmland Purchase: Legal Basics for Traditional and Non Traditional Purchases**
 - **Financing Farmland Through an Effective Land Contract, includes a model contract**
 - **Financing Your Farmland Through Personal Loans, includes a model promissory note.**



Other Resources

www.landforgood.org

www.equitytrust.org

Reports & Resources:

www.youngfarmers.org

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