NATIONAL YOUNG FARMERS COALITION

EST 2010

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

Network Building

Policy Change

Business Services

Johnny's Selected Seeds — An employee-owned company	High Mowing Organic Seeds	HOSS — WWW.HOSSTOOLS.COM	Redback
5% off	10% off	10% off	30% off
Rosies workwear for women	Chelsea Green Publishing — The politics and practice of sustainable living	Green Heron Tools	Bob-White Systems
15% off	35% off	10% off the HERS™ line of tools	10% off

Land Access Program

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

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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.

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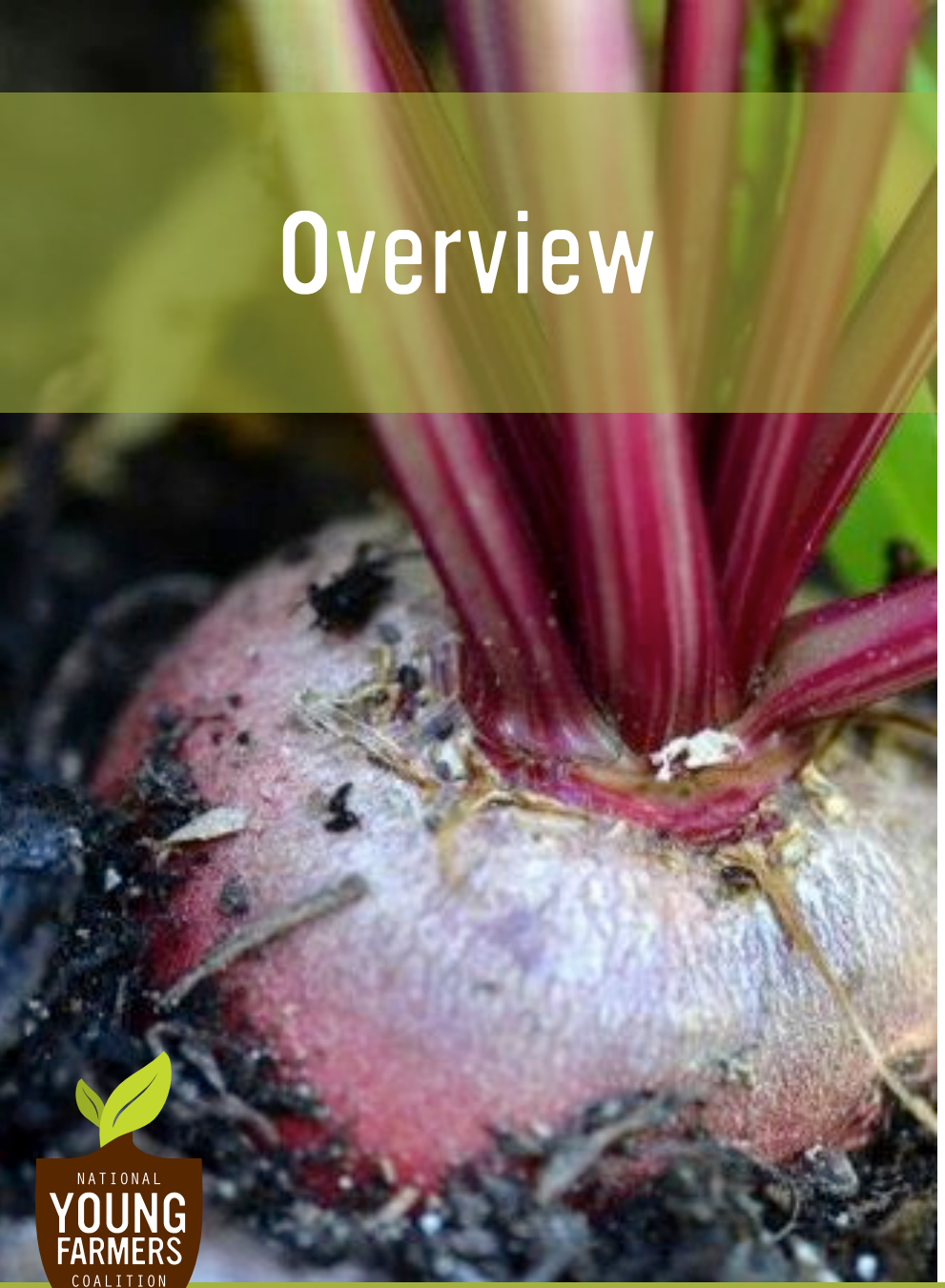

Overview

- 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?

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Who are young farmers?

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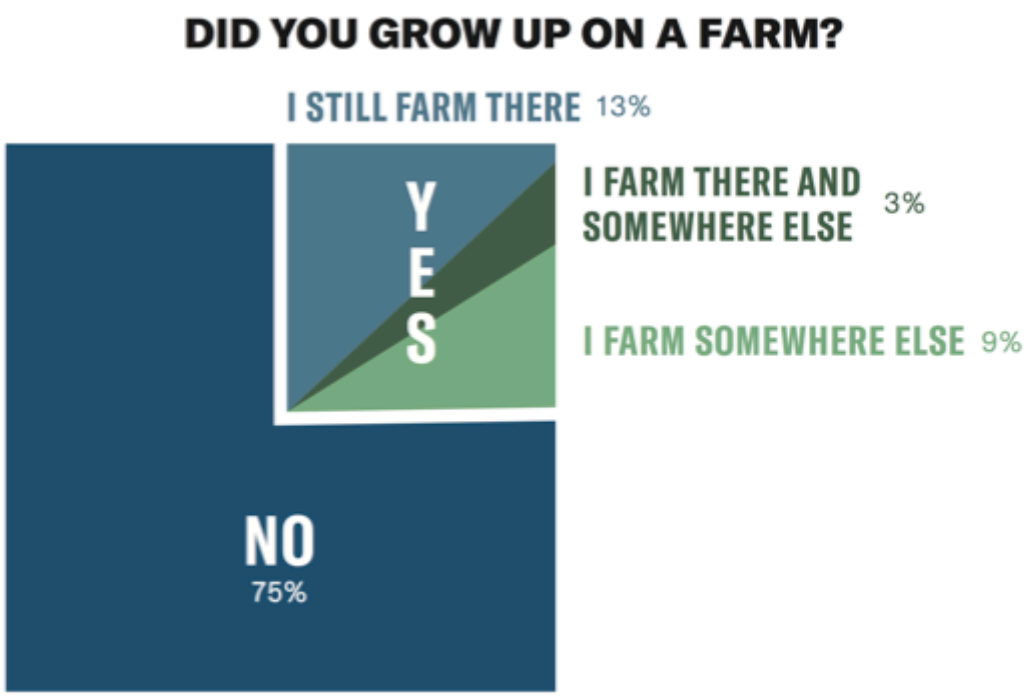
BUILDING A FUTURE WITH FARMERS

The majority didn't grow up on a farm



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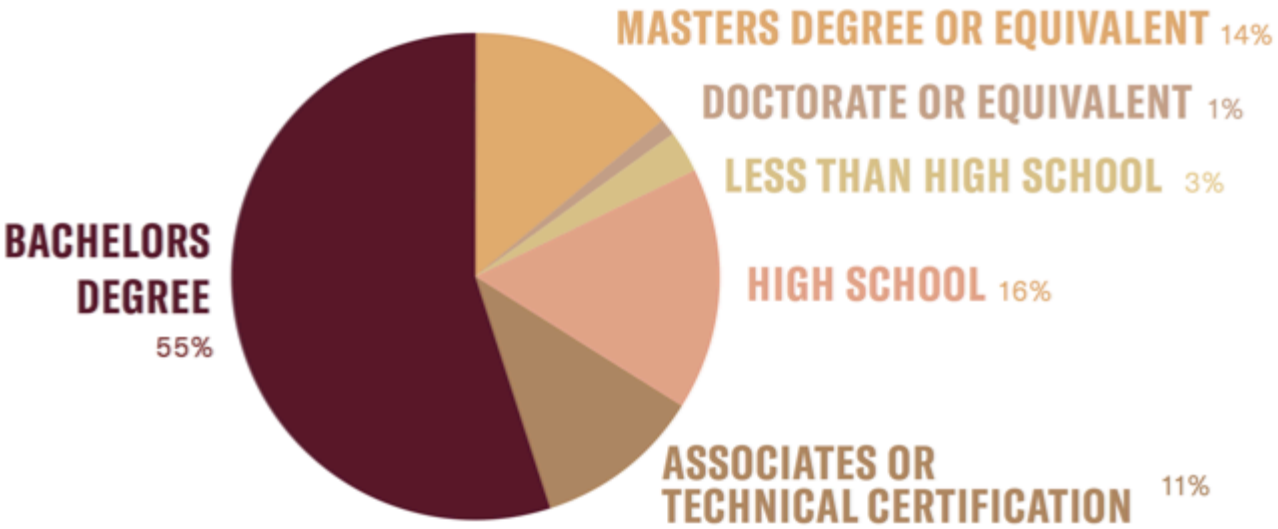
Young farmers are highly educated



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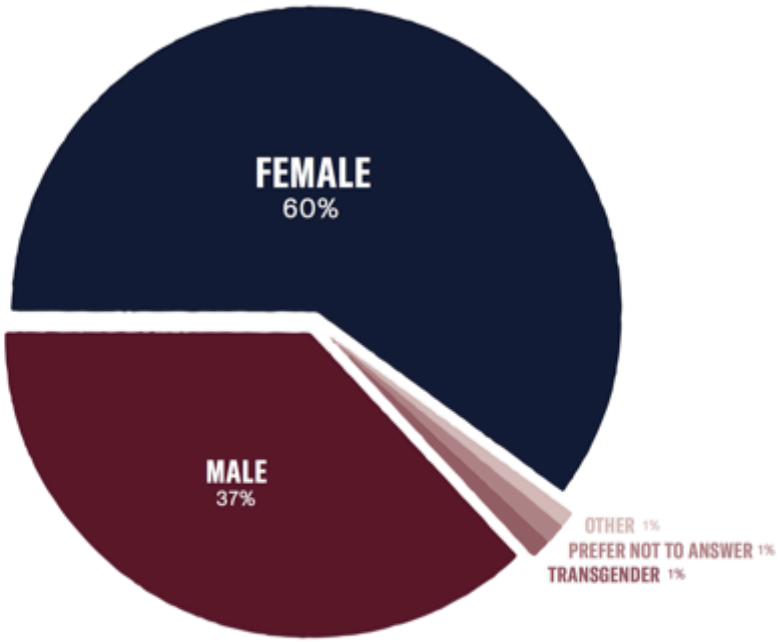
The face of farming is changing



WOMEN ARE LEADING THE FUTURE OF FARMING

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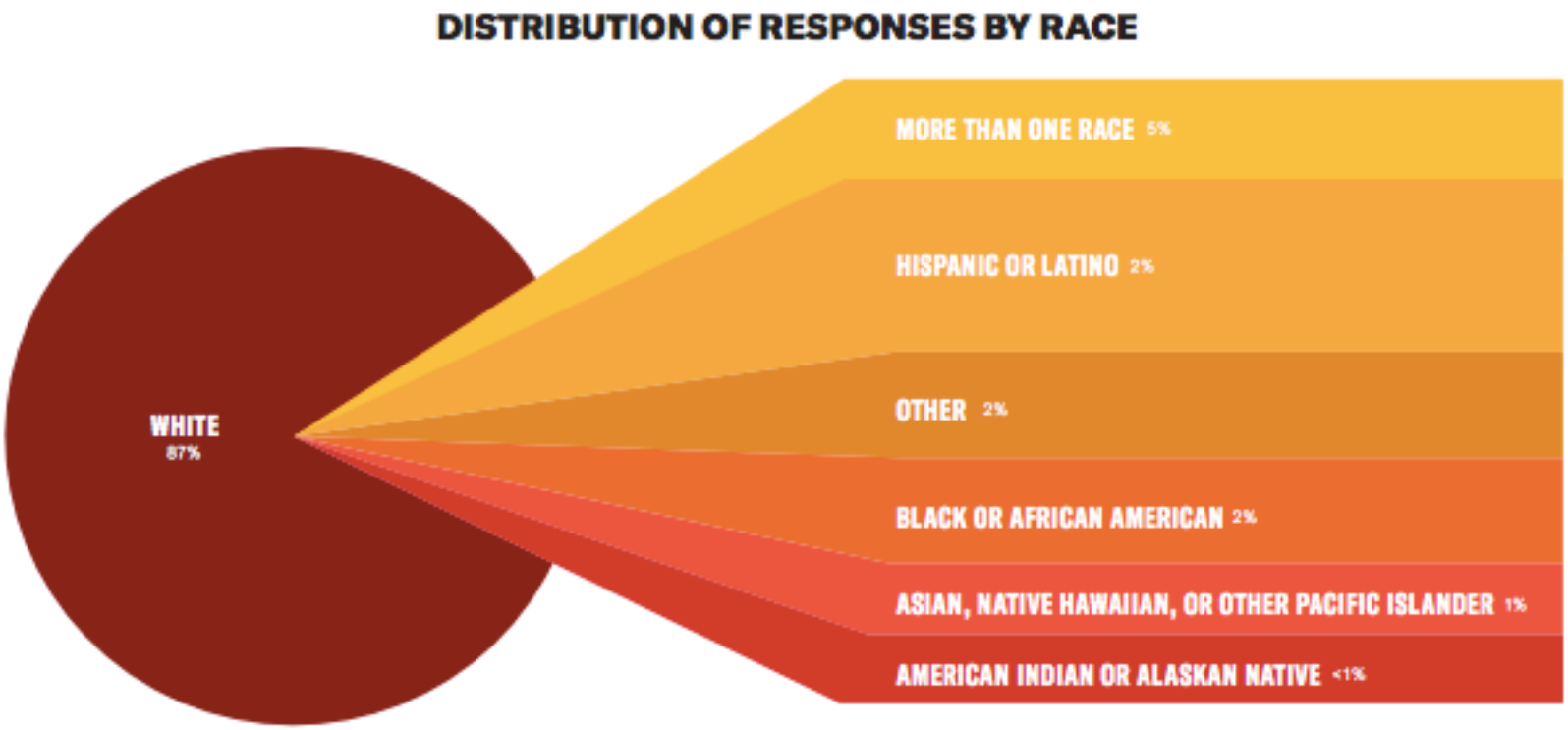
The face of farming is changing



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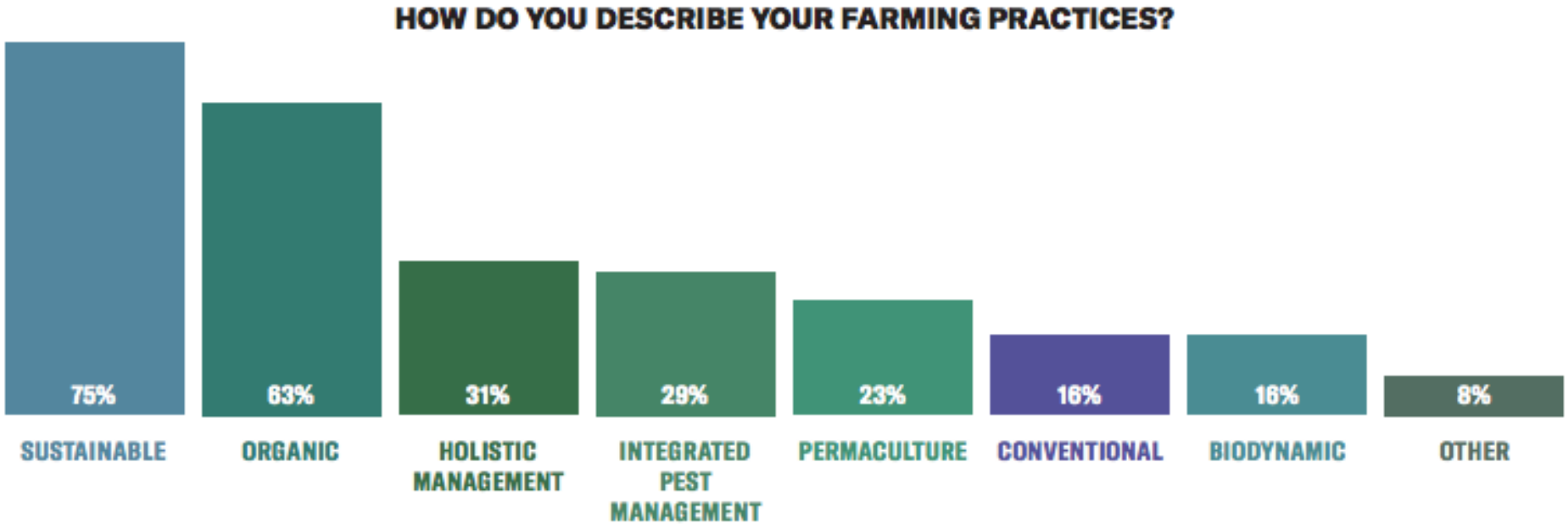
Using sustainable practices



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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%

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Debt & off-farm income

- 46% cite student loan debt as a signficant 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

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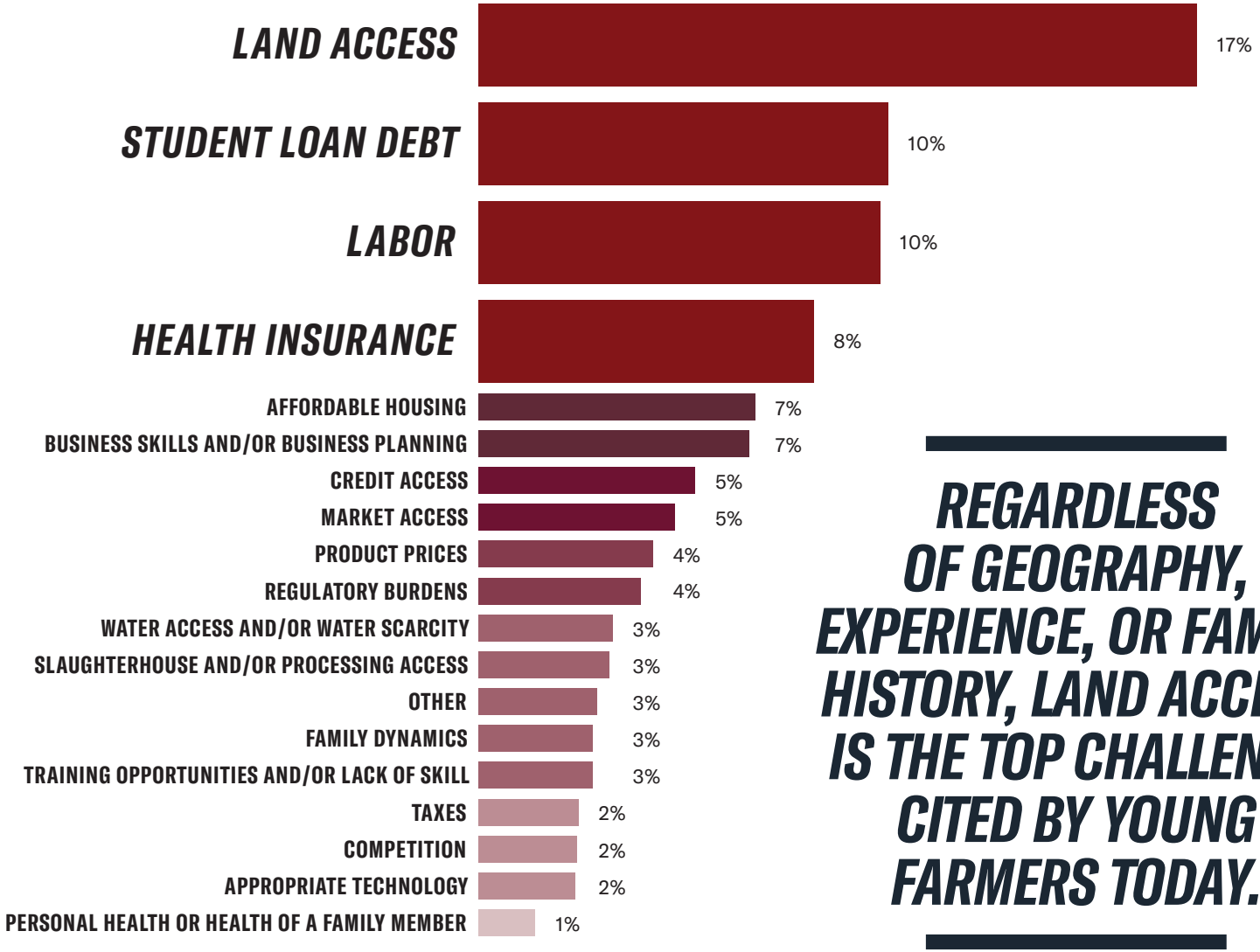
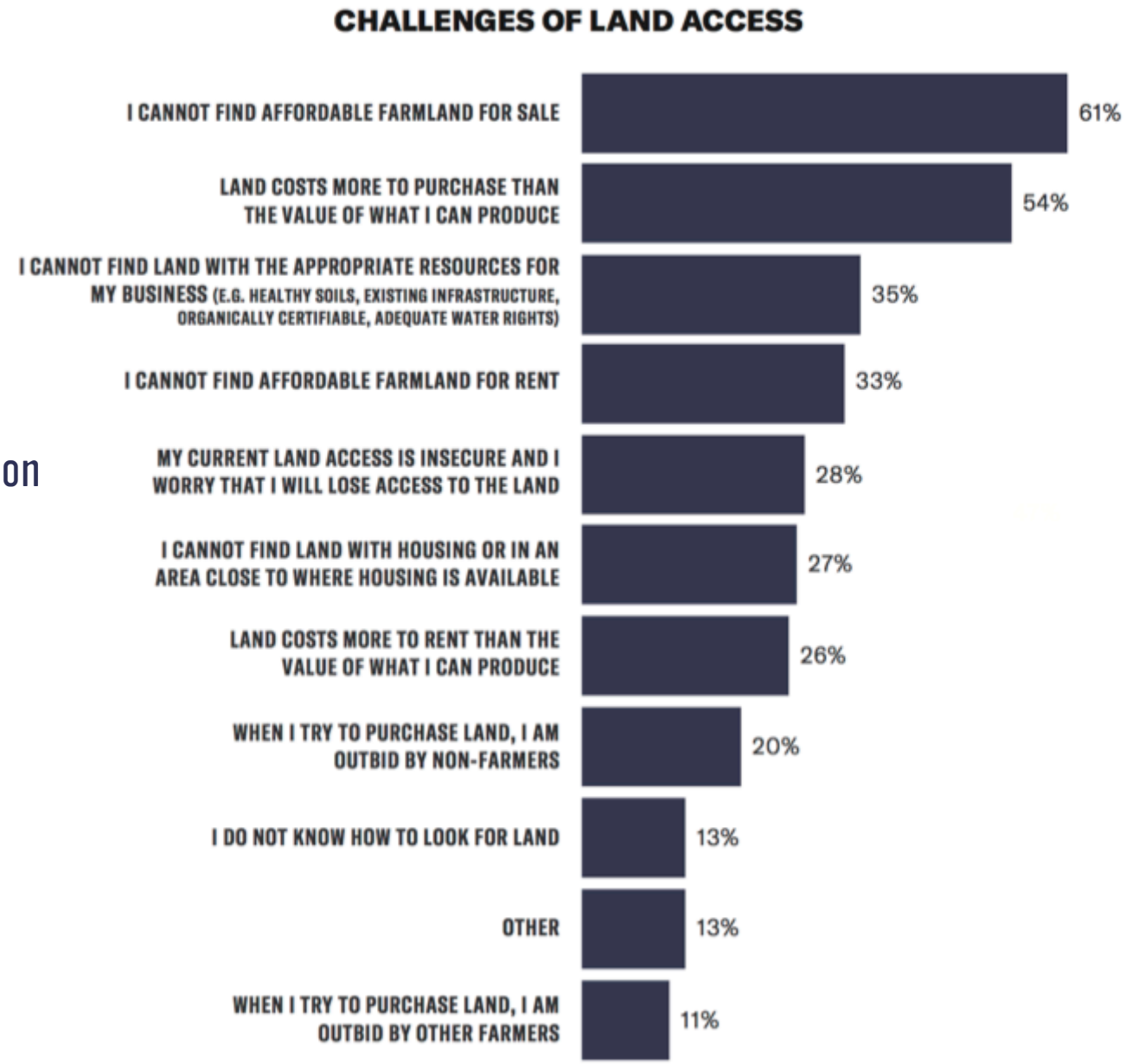
TOP CHALLENGES FOR YOUNG FARMERS

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.

1. Cannot find land
2. Costs more than value of production
3. Can't find with appropriate resources



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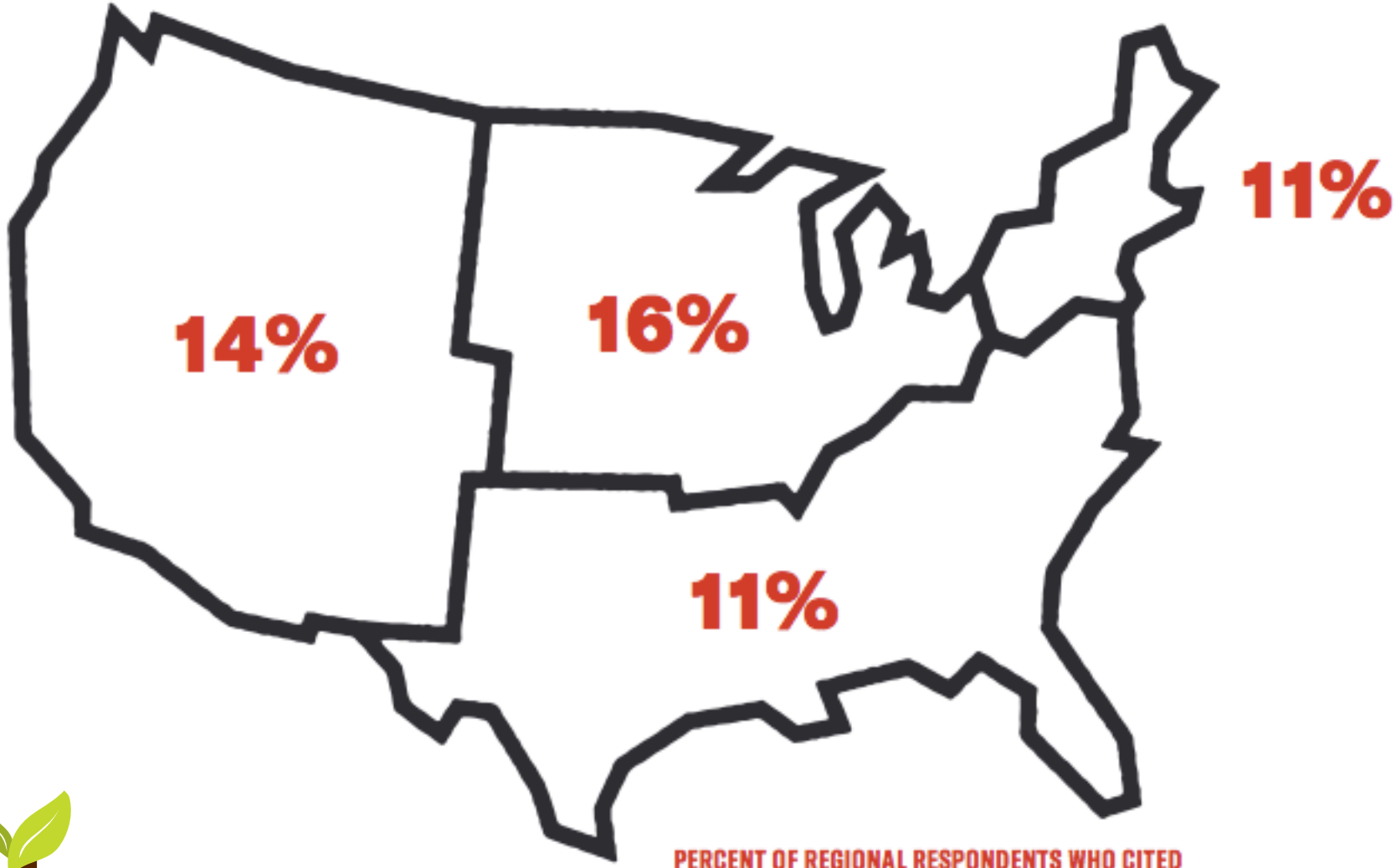
LAND ACCESS IS A CHALLENGE ACROSS THE COUNTRY



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

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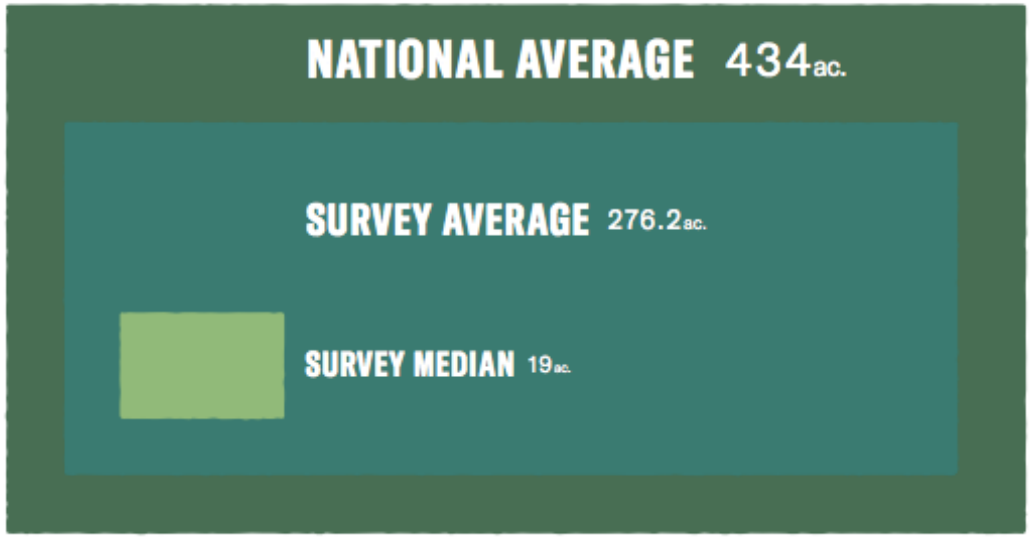
LAND OWNERSHIP OF RESPONDENTS

COMPARATIVE ACREAGES



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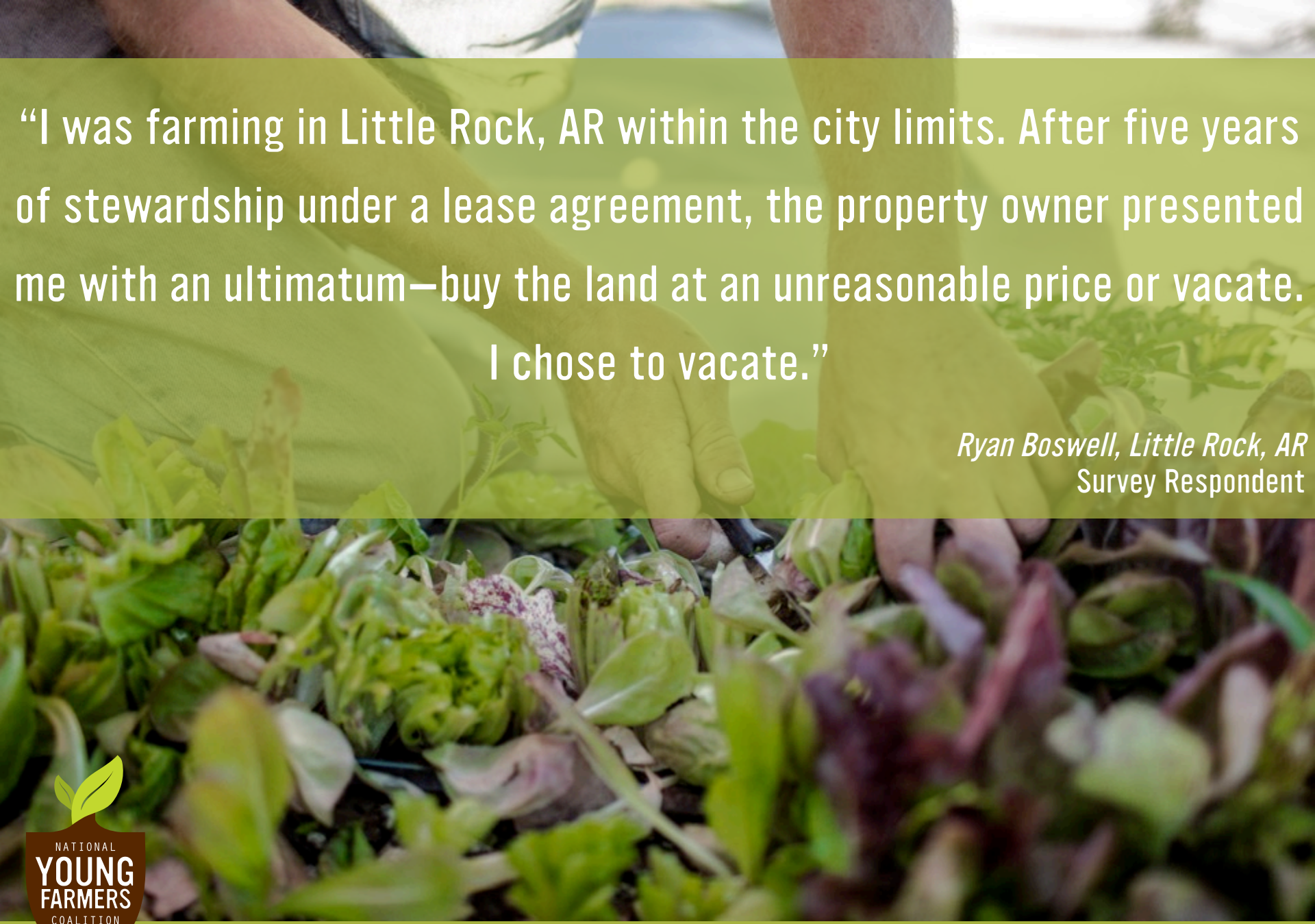

"I was farming in Little Rock, AR within the city limits. After five years of stewardship under a lease agreement, the property owner presented me with an ultimatum—buy the land at an unreasonable price or vacate. I chose to vacate."

Ryan Boswell, Little Rock, AR
Survey Respondent

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"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

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Farmers need land that is:

available, accessible,

appropriate, affordable,

equitable, and secure.

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Building blocks of land access

- **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

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Building blocks of land access

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

from Equity Trust

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Building blocks of land access

- 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

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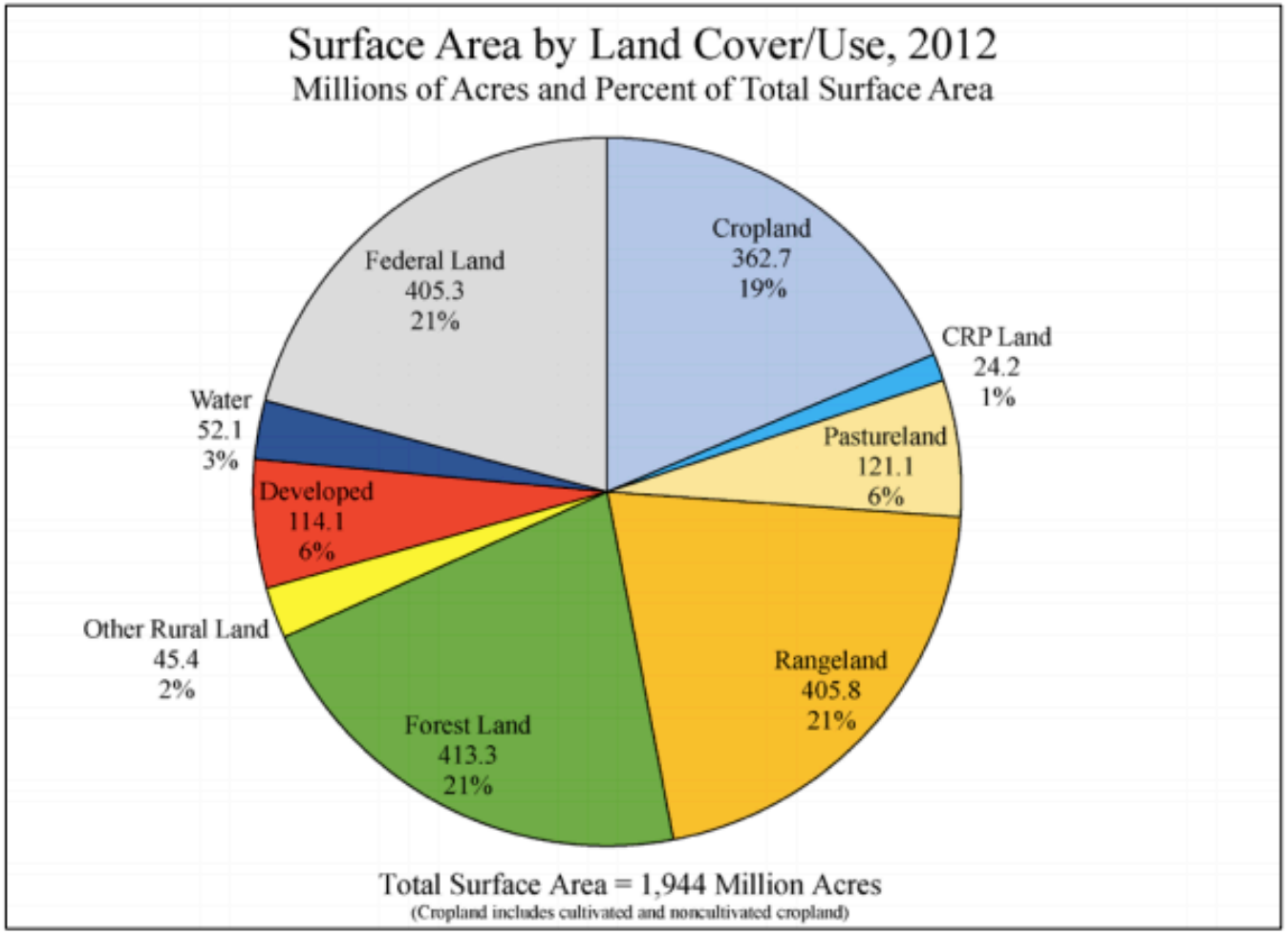
1.9 billion acres of land in the U.S.



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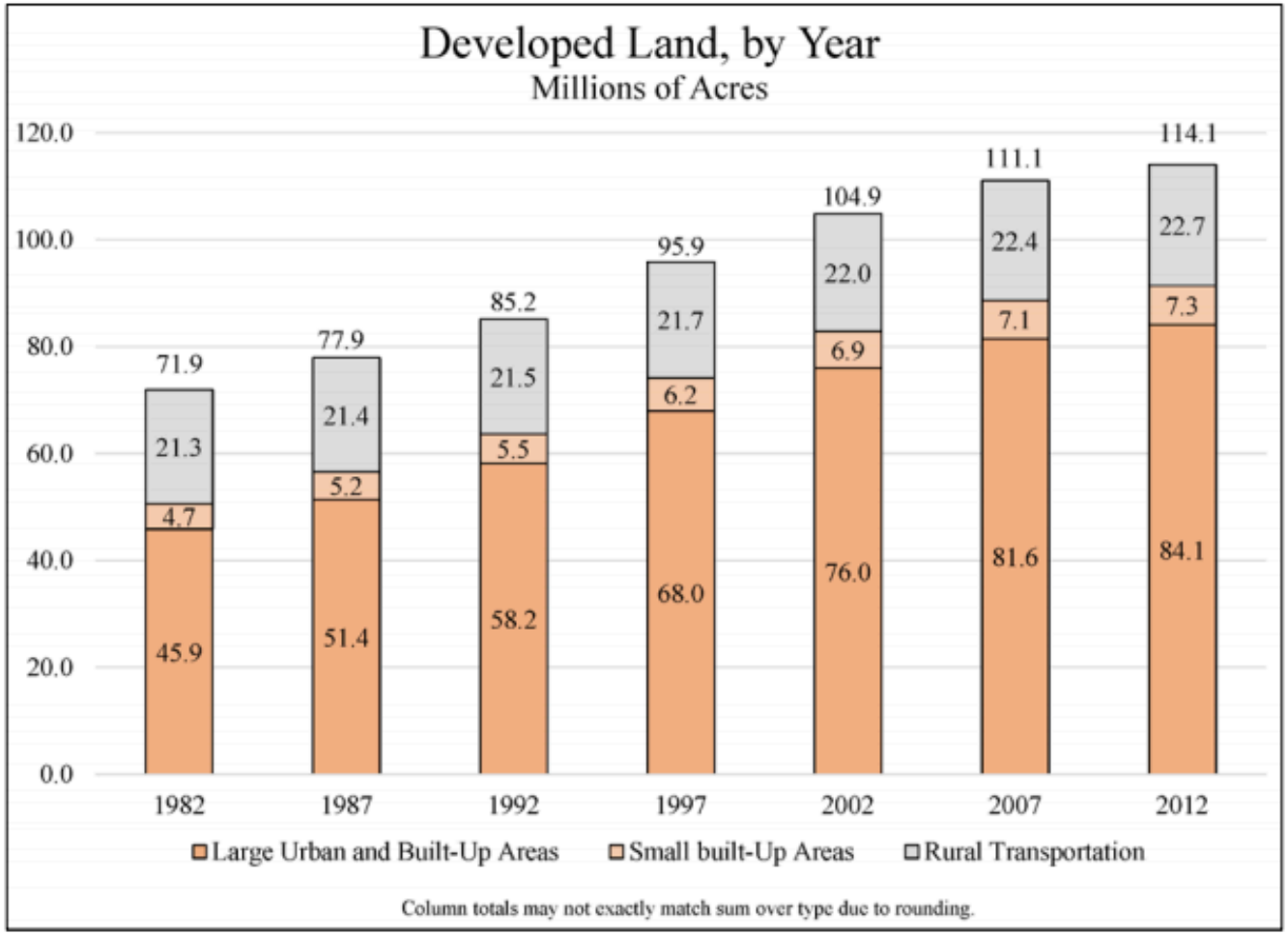
Developed land on the rise



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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

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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

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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

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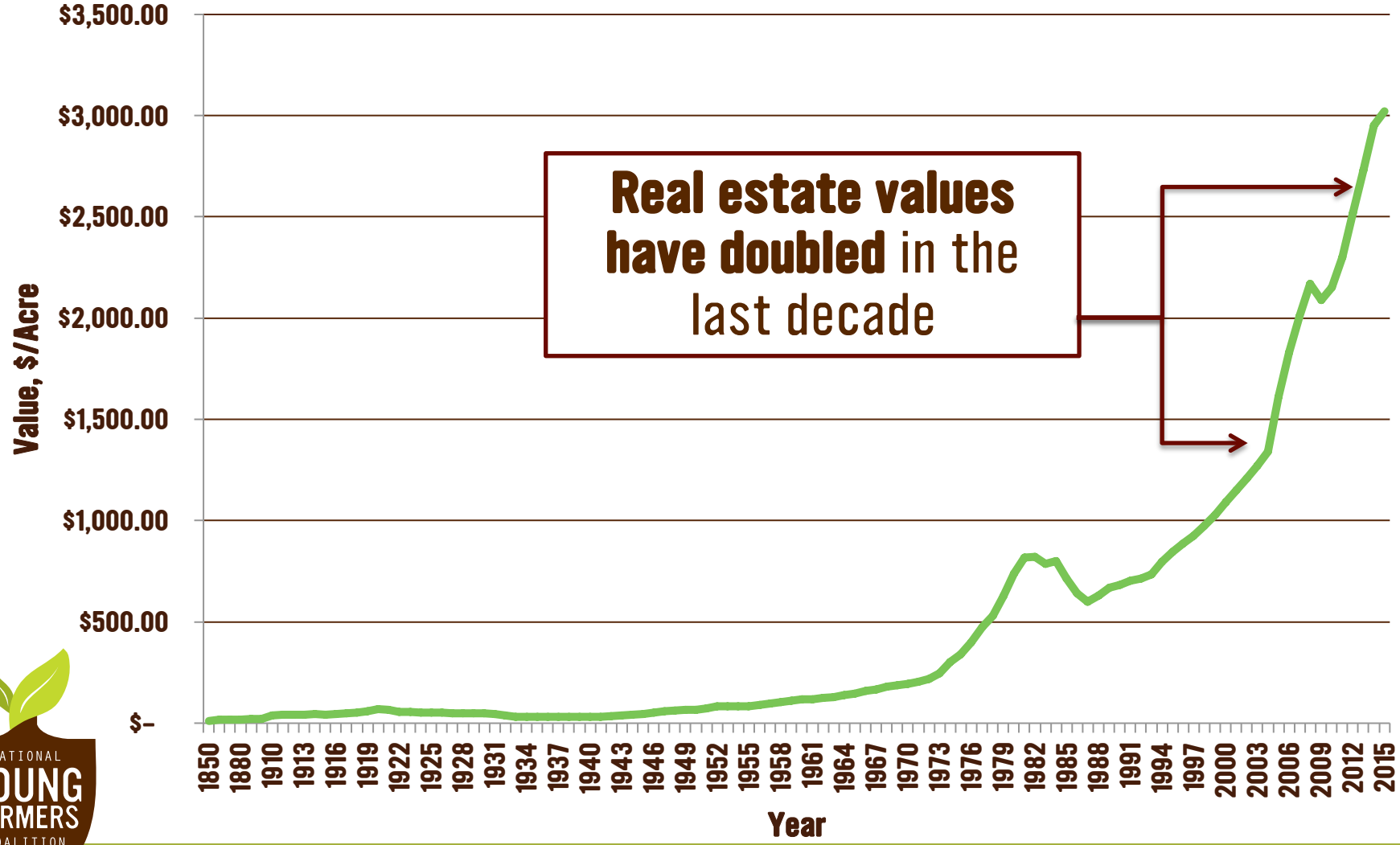
Challenges



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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.

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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

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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

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What are the tools?

- Finding land & making connections
  - Events
  - Farmlinking & matching
  - Listing properties
  - Transition resources

HUDSON VALLEY FARMLINK NETWORK
A Project of American Farmland Trust
Hudson Valley Farmland Finder
Connecting Farmers and Landowners in the Hudson Valley

- Help navigating the legal pieces
  - Farm Commons
  - Conservation Law Foundation Legal Food Hub
  - Cost sharing
  - Transition resources – Annie's Project

FARMLAND ACCESS
LEGAL TOOLKIT

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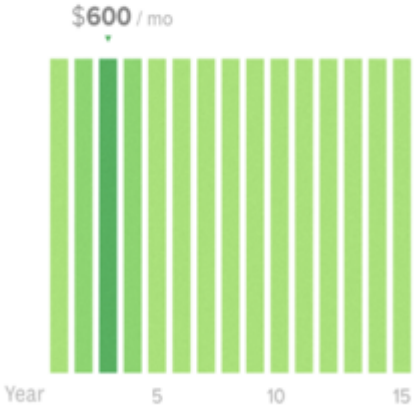
What are the tools?

- Navigating the financial component

https://findingfarmland.youngfarmers.org/calculator

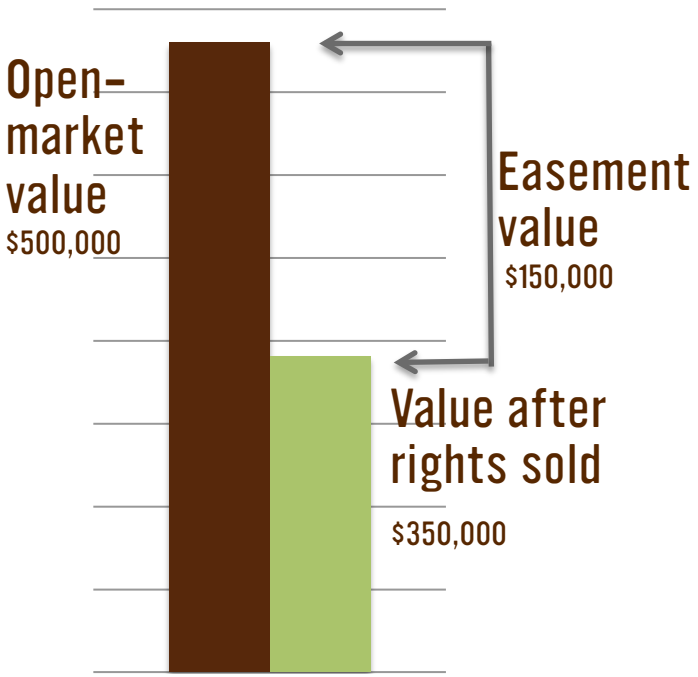
Case Studies

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



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What are the tools?

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

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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

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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

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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

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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

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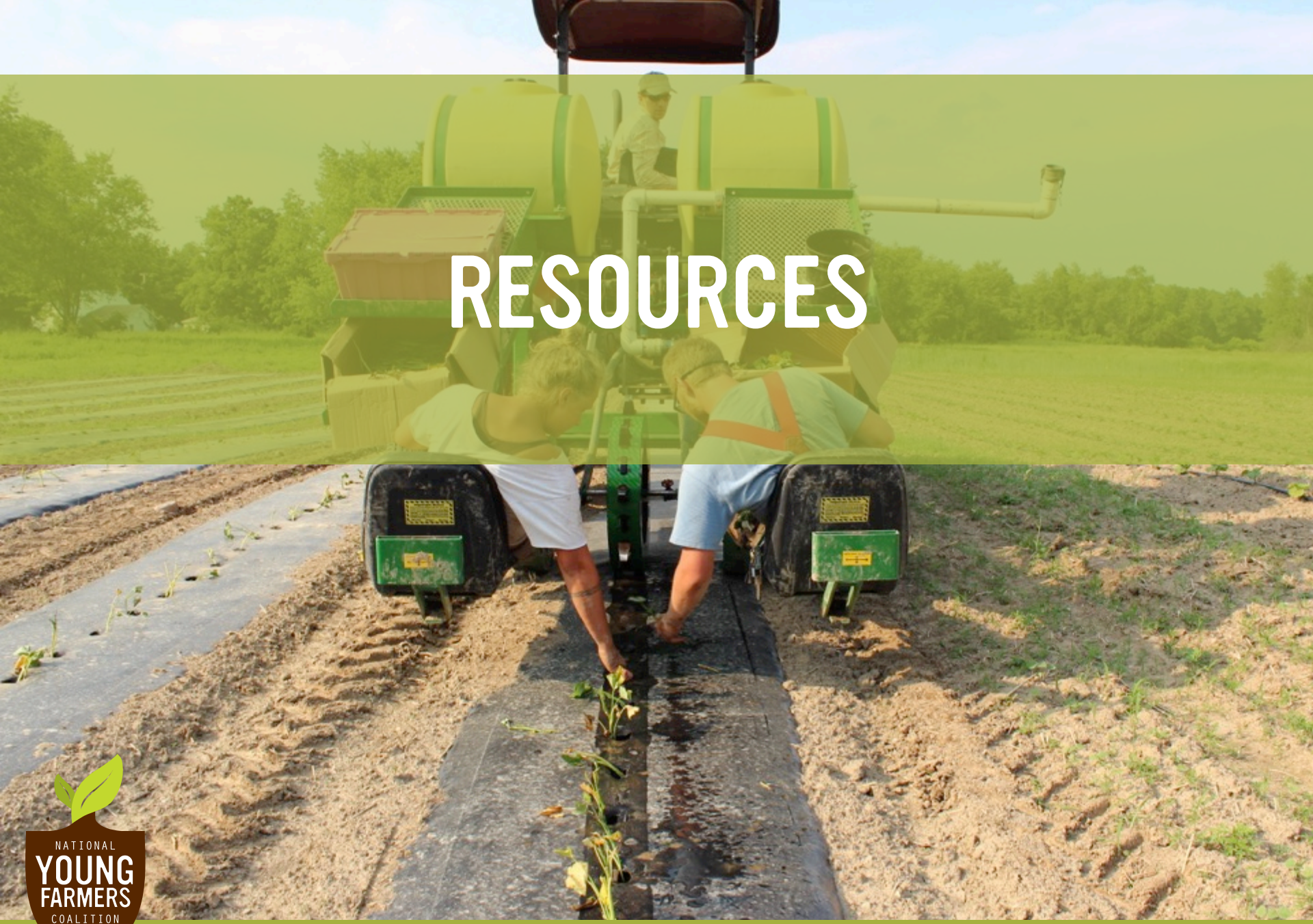
RESOURCES



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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

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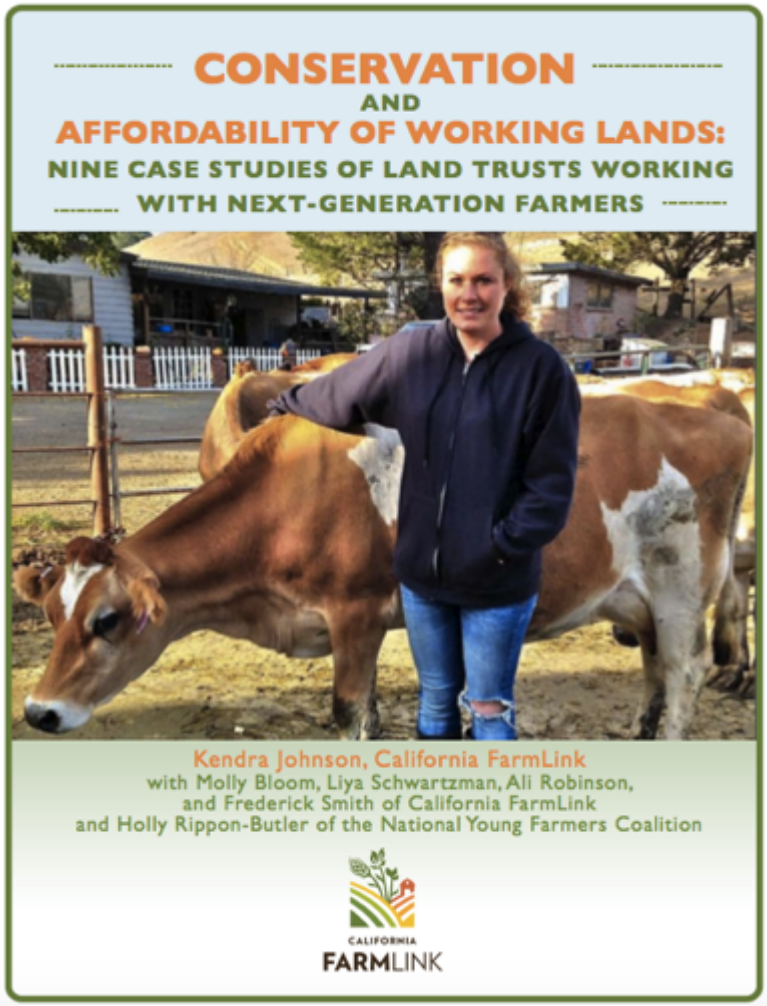
Community Engagement → Farmer Services → Purchase of Ag Easements → Farmland Purchase → Farm Viability Programs

CA FarmLink Website:
www.californiafarmlink.org/resource-library



Farm Commons Resources:
www.farmcomomons.org

FARM COMMONS

- 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.

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Other Resources

www.landforgood.org

www.equitytrust.org

Reports & Resources:

www.youngfarmers.org

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