

TOOLS & RESOURCES FOR WORKING WITH FARMS WITH COMMERCIAL AGRICULTURAL POTENTIAL

AGENDA

Course Outline

- I. Introductions to Organizations Present and the Purpose of the Workshop
- II. Reaching the commercial farm buyer
 - Posting to New England Farmland Finder
 - Farm Publications
 - Working with Land For Good & Mount Grace
- III. Showing to the Farm Buyer
 - Farm vs. a place in the country
 - Trends in Ag and What Farmers are looking for?
 - Typically Less emphasis on the house, more on land and infrastructure
 - Having the seller present if they are willing
- IV. Important Property Information Needed by a Commercial Farm Buyer
 - a. Soils Information
 - Maps (Introduce NRCS Soil Survey and UC Davis Web Soil Tools)
 - First-hand knowledge of stoniness, drainage, productivity, crop history and flooding
 - Nutrient Management Plans and USDA- NRCS contracts
 - Land alterations (tile, topsoil sale, farm dumps, etc)
 - Organic status when relevant—what this means legally
 - b. Acreage-Field Accurate Field Acreage (Natural Resource Atlas/NRCS).
 - Tillable acres vs horticulture quality soil vs hay and pastureland
 - Acres needed vs acres available—role of Rental land and non-adjacent parcels
 - Surveyed boundaries
 - c. Water Resources—Beyond the House Well
 - Second wells, springs, ponds, rivers and other resources
 - Capacity for livestock and irrigation
 - d. Barns and Infrastructure—Pretty Icon or Commercial production facility
 - Capacity for livestock numbers and crop storage including silos
 - Capacity for grain bins
 - Manure and waste storage
 - e. The Forest Resource
 - The forest management plan and Recent logging activities

Break at about 10:30am (10 min)

- V. Legal and Tax Issues
 - Current Use status including
 - mapped exclusions (Don't assume that its all enrolled)
 - Enrolling Small Acreage
 - Right of Ways (ROW's)
 - What is "agriculture" under the law?
 - Existing Leases with other farmers
 - Existing Conservation Easements

- VI. Conservation Easements
 - Existing Easement Effect on Sale—ROFR vs OPAV
 - The easement sale process in brief including the role of appraisals
- VII. Financing Options and issues for Farmers (inc. appraisal)
- VIII. Connecting the Non-farm buyer owner w/ Farmers (leasing) & Resources
- IX. Realtors and Ag service providers working together and final Q's

Final Questions

Method of Instruction: Classroom

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