

TOOLS & RESOURCES FOR WORKING WITH FARMS WITH COMMERCIAL AGRICULTURAL POTENTIAL

AGENDA

- I. Introductions to Organizations Present and the Purpose of the Workshop
- II. Reaching the Commercial Farm Buyer
 - Posting to New England Farmland Finder and farm link sites
 - Farm Publications
 - Working with Land For Good, Land Trusts
- III. Showing to the Farm Buyer
 - Farm vs. a place in the country
 - Trends in Ag and What Farmers are looking for?
 - Giving priority to showing land and infrastructure, less emphasis on housing
 - The value of having the seller present when available
- IV. Important Property Information Needed by a Commercial Farm Buyer
 - a. Soils Information
 - Maps (Introduce NRCS Soil Survey & UC Davis Web Soil Tools)
 - Firsthand 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 (10 min)

Course materials and additional resources are also available at

landforgood.org/real-estate-professional-training

to assist real estate professionals working with farms with commercial agricultural potential.

- V. Legal and Tax Issues
 - a. What is “agriculture” under the law?
 - b. Current Use status including mapped exclusions
 - i. Don’t assume that it's all enrolled - even with a conservation easement
 - ii. Enrolling Small Acreage
 - c. Right of Ways (ROW’s)
 - d. Existing USDA Contracts
 - e. Existing Leases with other farmers
 - f. Existing Conservation Easements

- VI. Conservation Easements
 - Adding an easement when selling
 - Effect of an existing easement on sale—ROFR vs OPAV
 - Easement sale process in brief including the role of appraisals
 - Buy, Protect, Sell Program

- VII. Financing Options and Issues for Farmers (including appraisal)

- VIII. Realtors and Ag service providers working together and final Q’s

Method of Instruction: Classroom, 3 hours

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