



*Gaining ground for farmers*

## *Our Good Work*

## *Summer 2019*

Our team is growing! This summer we successfully filled two key, new staff positions. A big welcome to Dakota Rudloff-Eastman (VT) and Kate Kellman (MA). Dakota brings significant on-farm and farmer customer service experience to her role as Program and Administrative Coordinator. Kate brings a successful track record of entrepreneurship, branding and online marketing to her role as Digital Marketing Coordinator. Meet Dakota and Kate at [landforgood.org/staff](http://landforgood.org/staff).

Deep thanks to Barb Jackson, our Operations Manager for the past 8 years. Her tireless work behind the scenes, and the systems she built, will be a lasting legacy to our work. We wish her all the best in retirement.

Growing our team, while widening and deepening our collaboration with partners, yields more effective and accessible resources and support for farmers and land-owners. Phase 3 of the Land Access Project (LAP3) continues to increase the land access and transfer knowledge, skills, and support systems available to all farmers and farmland owners in the region.

We have an amazing network of partners, a stupendous team with deep experience and creative ideas, and a committed Board and advisor network—and we have YOU. Thank you for being a part of this critically important work.



*Jim Habana Hafner*  
*Executive Director*

## **Compare your methods for accessing farmland**

The vast majority of farmers desire to own their farm at some point, just as many people want to own their own home. In reality, nearly half of US farmers currently rent some or all of the land they farm. How farmers get onto and hold their land depends greatly on their goals and the realities of accessing land. Our **Farm Access Methods Guide** compares methods to help farmers make informed decisions—and explores partners and stakeholders, legal and financial arrangements, equity and legacy provisions, as well as challenges and responsibilities. Most options for accessing land either involve ownership now, ownership in the future, or no ownership. Options could include a purchase outright or inheritance, lease-to-own scenario, or simple rent or lease arrangement and others. Which options works best for you? What are the advantages and disadvantages? Get answers at [landforgood.org/farm-access-methods-guide](http://landforgood.org/farm-access-methods-guide).



## **New England Farmland Finder**

“This site has been very helpful. I’ve had about a dozen interested candidates and today toured with a very interested family. Thank you!”

—Janice Wentworth  
*The Warren Farm & Sugarhouse (MA)*

Connecting farm seekers with exiting farmers and other farmland owners is needed now more than ever.

### **NewEnglandFarmlandFinder.org**

is a free property posting website that helps them find one another. It can work for you, too.



### **We want your suggestions!**

Land For Good and other members of the New England Farm Link Collaborative want your suggestions for where New England Farmland Finder should be listed, linked or advertised. Send your suggestions to [communications@landforgood.org](mailto:communications@landforgood.org).

# National Farm Viability Conference comes at critical time for farms & farmers

The 4th National Farm Viability Conference will take place October 22 - 24, 2019 in Red Wing MN. It comes at a critical time in US agriculture, when consolidating and changing markets are affecting many family run farms, and farmland is changing hands at a rapid rate.

In this economic climate, farm and food entrepreneurs must focus on sound financial planning, long-term business strategy, and planning for business succession. This conference provides the opportunity to support colleagues from across the country and to learn about key efforts to support farm and food entrepreneurs as they navigate markets, growth and change. LFG is a sponsor and Executive Director, Jim Hafner, is a member of the advisory committee and agenda planning group.

This year's conference will have an emphasis on new, innovative approaches to protect our country's agricultural resources and the economic viability of our farmers. More information and a preliminary schedule—as well as limited scholarships available for qualified participants—are available at [farmviabilityconference.com](http://farmviabilityconference.com). Register now!



The conference includes breakout sessions, farm tours & networking for professionals in farm & food business planning, ag financing, farmland conservation & ag market development, but any interested persons are welcome to attend. (photo credit: MN Food Association)



## Craft a farm lease (and learn about leases) with our handy Build-A-Lease Tool

Farmers and landowners—and the land—benefit from good farm leases. A sound, written farm lease doesn't have to be complicated, but it should have a solid legal foundation and reflect the interests and goals of both parties. Our Build-A-Lease Tool can help you learn about farm leases, develop or improve your farm lease, and craft a working document to use with landowners, tenants or advisors.

The Tool generates lease language to download, email, save for later, and revise along the way. Informed by our work with New England farmers, landowners and service providers—and with help from a team of experienced attorneys—the Tool is designed to educate all parties and support the development of sound lease agreements.

Go to [landforgood.org/lease-tool-login](http://landforgood.org/lease-tool-login).

*Build-A-Lease outputs are intended for use as a working document to aid in discussions with landowners, farming tenants and advisors. These are not legal documents nor should they replace legal advice from an attorney.*

“Build-A-Lease Tool gets parties thinking about provisions that need to be agreed upon and provides example language while clearly describing the purpose of each provision,” shares **Elizabeth M. Dunne, Esq., Dunne Law, LLC.** (HI)

“I often work with clients on a limited budget who want to generate the first draft of the lease document before I review. With the Build-A-Lease Tool, they can work out many of the key terms before incurring any legal fees.”

For all the latest news, visit us at [landforgood.org/news](http://landforgood.org/news).

Visit [landforgood.org](http://landforgood.org) to get land access resources for:

- ✓ Farm Seekers
- ✓ Farm Families
- ✓ Landowners
- ✓ Educators & Advisors
- ✓ Communities

Land For Good  
39 Central Square, Suite 306  
Keene, NH 03431  
603.357.1600  
[landforgood.org](http://landforgood.org)

Stay Connected!



Gaining ground for farmers