

# Leases and Leasing



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[www.cafarmlink.org](http://www.cafarmlink.org)





**California FarmLink** works to link independent farmers and ranchers to the land and financing they need for a sustainable future.



# FarmLink Services for Farmers and Ranchers

## Access to Land:

- **Farmland Listings Database**
  - Farmland leases, purchases and partnership opportunities
- **Land Tenure Agreements**
  - Facilitation, negotiation, development and review
- **Farm Succession Planning**
- **Resources, Referrals, Workshops, and Individual Consulting**





# FarmLink Services For Farmers and Ranchers

## Access to Capital:

- **Technical Assistance**
  - Financial literacy
  - Preparing for Financing
  - Credit building
  - Business best practices
- **Agricultural Loans**
  - Micro- and small business, Operating, Equipment, and Farmland Loans
- **Resources, Referrals, Workshops, and Individual Consulting**





# Negotiations and Lease Development





# Landowner/Landseeker “Dating”

- Compatibility with owner
- Establish working relationship
- Short term trial before entering longer term agreement



# Elements of a Good Lease



- Contact information
- Property description
- Term
- Rent
- Use
- Maintenance
- Utilities
- Assignment or subletting
- Taxes and insurance
- Liability and indemnification
- Dispute resolution

# Innovative Lease Provisions

- Capital Improvement Protections/Buy back
- Options to Renew
- First Right of Refusal
- Option to Purchase
- Conservation:
  - Easement compliance
  - Conservation credits
- Drought Conditions
- Termination Clause
- Organic protections or reqs





# Long term Lease with Purchase Option

**Say Hay Farms  
with Pat Meade  
and Jon Robbins**

# Thank You!

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