

TOOLS & RESOURCES FOR WORKING WITH FARMS WITH COMMERCIAL AGRICULTURAL POTENTIAL

AGENDA

Timed Course Outline = 3 hrs

- I. Introductions to Organizations Presenting and the Purpose of the Workshop **5min**
- II. Reaching the commercial farm buyer **25 min**
 - a. Posting to Maine Farmlink and New England Farm Finder with Demonstration
 - b. Farm Publications with examples
 - c. Working with Land For Good, Extension and Land Trusts
Questions
- III. Showing to the Farm Buyer **10 min**
 - a. Farm vs. a place in the country: What's the difference?
 - b. Trends in New England Ag and What Farmers are looking for
 - c. The value of having the seller present at present when available
 - d. Giving priority to showing land and infrastructure, and not just housing
- IV. Important Property Information Needed by a Commercial Farm Buyer **25 min for a. and b.**
 - a. Soils Information
 - Maps (Introduce Natural Resource Atlas/NRCS)
 - First hand knowledge of stoniness, drainage, productivity, crop history and flooding
 - Nutrient Management Plans and USDA- NRCS contracts
 - Land alterations (tile drainage, 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
 - The value of Surveyed boundaries
 - Questions*

BREAK at about 10:05am (10-15 min)

Important Property Information Needed by a Commercial Farm Buyer (*Continued*)

- c. Water Resources—Beyond the House Well **20 min for c.-e.**
 - 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
 - Recent logging activities
 - Maple sugaring
 - Firewood and lumber
 - Questions*

- V. Legal and Tax Issues 30 min
- a. Current Use status including:
 - Mapped exclusions (don't assume that its all enrolled)
 - Farm building enrollment including farm labor housing
 - Criteria for Maine's program
 - b. ROW's
 - c. Permits—what is “agriculture” under the law?
 - d. Existing Leases with other farmers
 - e. Existing Conservation Easements
- Questions*

BREAK at about 11:10 (10-15 min)

- VI. Conservation Easements 30 min
- a. Existing Easement Effect on Sale—ROFR vs OPAV
 - b. The easement sale process in brief including the role of appraisals
 - c. Relevant State Farmland Access & Protection Programs & Resources
- Questions*
- VII. Financing Options and issues for Farmers (inc. appraisal) 10 min
- VIII. Connecting the Non-farm buyer owner with Farmers (leasing) and Resources 10 min
- IX. Realtors and Ag service providers working together 15 min

Final Questions

END at 12:30 pm

Method of Instruction: Classroom

Acknowledgement and thanks to the following for assistance in developing this course:

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