

Changing Lands Changing Hands



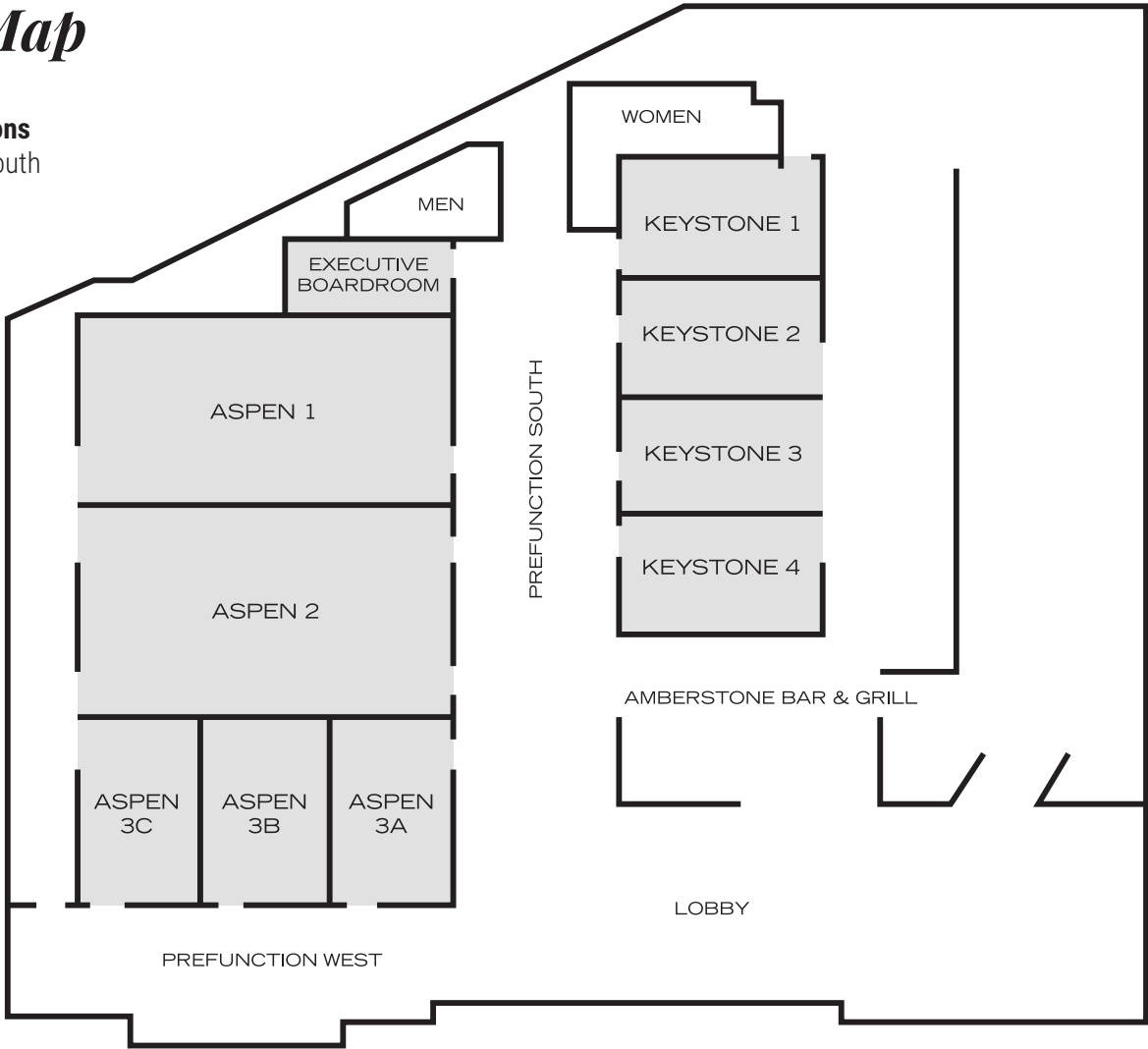
*A National Conference on Farm & Ranch
Access, Tenure & Transfer*

JUNE 13-15, 2017 | DENVER, COLORADO

Hosted by Land For Good in cooperation with
the United States Department of Agriculture

Venue Map

Room Abbreviations
PS: Prefunction South
A: Aspen
K: Keystone



Schedule

Tuesday, June 13

- 1:00P | Registration Opens (PS)
- 3:00P | Opening Plenary (A:1&2)
► Welcome: Land For Good & Chris Beyerhelm, Acting Administrator, USDA/FSA
► Panel
- 4:30P | Break (PS)
- 4:45P | Concurrent Session 1
- 6:15P | Reception (PS)
Hosted by Colorado Host Committee
- 7:15P | Dinner (A:1&2)
Remarks, Commissioner Don Brown, Colorado Department of Agriculture
- 8:45P | Movie Night (K:1)
- 8:45P | Readers Theater (K:2)

Wednesday, June 14

- 7:00A | Breakfast (PS, A:1&2)
- 8:00A | Plenary Panel (A:1&2)
- 9:15A | Concurrent Session 2
- 10:45A | Break (PS)
- 11:15A | Concurrent Session 3
- 12:30P | Lunch & Plenary Panel (A:1&2)
- 2:15P | Concurrent Session 4
- 4:00P | Break (PS)
- 4:30P | Plenary Panel (A:1&2)
- 6:00P | Dinner on the town
- 6:00P | Excursion to Comal
If you pre-registered for this, meet in front of hotel. Look for signs and a bus.

Thursday, June 15

- 7:00A | Breakfast (PS, A:1&2)
- 8:00A | Concurrent Session 5
- 9:30A | Break (PS)
- 9:45A | Regional Breakout Sessions (See p. 5)
- 11:15A | Closing Plenary Panel (A:1&2)
- 12:30P | Adjourn

Welcome

An enterprising young rancher searches for secure land to grow his business. A senior farming couple anguishes over who will take over their farm. A landowner and her farmer-tenant negotiate over conservation practices. We all know stories like these. Land access and farm and ranch succession are top challenges for US agriculture. How will our farms and ranches be acquired, held and passed on? What will it take to assure secure and sustainable tenure and transfer for our nation’s producers and landowners? These questions are of critical importance to the future of farming, food systems and farmland in the US.

We’re here to tackle these issues together. You are among a growing group of individuals, organizations, and agencies working on land access, tenure and succession issues. This conference a forum for us to discuss successful and emerging practices, programs and policies. We have much to share with and learn from one another.

- Together, we will:
- ✂ Exchange knowledge, information and research
 - ✂ Assess what’s going on in the field and what’s needed
 - ✂ Build our skills and networks
 - ✂ Collect a wealth of ideas, experiences and perspectives

We are gathered here from all regions of the country, and from multiple sectors and disciplines. Diversity is essential to solving the complex challenges of land access, transfer and tenure. We’ll consider all types and scales of farms, ranches and producers. And we’ll need to address legal, financial, policy and natural resource dimensions, not to mention family dynamics, values and cultures!

Land For Good hosted the first *Changing Lands, Changing Hands* conference here in Denver in 2009. Since then, program and policy attention to agricultural land tenure has increased dramatically. With burgeoning interest in farming, growing public interest in food, and a new Administration, the timing is right for this event. Together we’ll advance workable strategies for more equitable access to farm- and ranchland, secure and sustainable land tenure, and successful transfer of our farms and ranches.

Thank you so much for your commitment to America’s farmers, ranchers and landowners—and for joining us at *Changing Lands, Changing Hands*. Welcome, and have a great time!


Jim Hafner, Executive Director




Kathryn Ruhf, Senior Program Director & Conference Organizer

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 **WIFI Access**
Network: DT
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Conference Connections

Picking Your Brains

Changing Lands, Changing Hands brings together national leaders like you who are dealing with land tenure issues. One of our conference goals is to collect successful and emerging program, practices and policies on our topics. Land For Good will compile what we collect and share it widely in an online report.

Please contribute! Here’s how we’re going to gather all this information:

- ☛ A scribe will take notes in every session. She or he will collect your ideas, models, and practices on a form. Please help them by pointing out anything they should capture and by giving your name or a reference so we can follow up if needed.
- ☛ Videographers will be roaming the conference! If you are approached by someone with a smart device and an inquiring demeanor, please take a few minutes to share your work and ideas with them in a spontaneous, casual video interview that will be part of our post-conference report. Share your practices, perspectives and ideas to be included in our compilation, with all credit to you.
- ☛ Sticky notes, of course! Listen for instructions to post your practice, program and policy ideas and accomplishments.

Learning From Colleagues

Attendees routinely say that networking is the best part of any conference. Please take advantage of conference venue space dedicated to ad hoc meetings and get-togethers.

- ☛ **Hold a meeting** in the Executive Boardroom (capacity 14) any time during the conference. Sign up for a block of time. The sign-up sheet is posted at the Boardroom.
- ☛ **Hang out with colleagues** at the Amberstone Bar and Grill, located across from the registration table. This casual space is reserved for our event.
- ☛ **The Changing Lands Library Table** features resources from your colleagues. Thanks for adding yours. Please pick up your materials at the end of the conference.

Photo and Video Waiver

By attending this conference you may be included in video and/or photographs taken during the event. As part of your agreement to attend, you assign, transfer and grant to Land For Good the right to use your image and/or voice for educational and promotional purposes unless you expressly notify Land For Good to the contrary.



Equitable partition of land is the necessary basis of all self-sustaining agriculture. This partition and use of land may be in the form of ownership or in the form of right to hold the land for a specified time. The ownership may be of different degrees: the owner may have unlimited right to sell and to bequeath or he may be bound by certain statutory restrictions. Likewise, the rental of land may be of different degrees and kinds, and in some cases it may amount to practical ownership. These varying forms of land partition have arisen with the evolution of society.”

Liberty Hyde Bailey
CYCLOPEDIA OF AMERICAN AGRICULTURE, VOLUME IV, CHAPTER V LAND AND LABOR, 1909

Plenary Panels

TUESDAY 3:00P Historic and Contemporary Perspectives on Farm and Ranch Tenure

This opening panel sets the stage for our conference work together. We’ll get grounded with data and analyses from USDA. Then, panelists will share their perspectives on the issues. This provocative session will lay out values-based and practical challenges that guide—or thwart—our efforts to improve land access, tenure and transfer.

Panelists: Neil Hamilton, Drake University Agricultural Law Center, Lead Speaker; Dan Bigelow, USDA/Economic Research Service; Savi Horne, Land Loss Prevention Project; Scott Marlow, RAFI

Moderator: Kathryn Ruhf, Land For Good

WEDNESDAY 8:00A Public Policy Dimensions of Land Access and Transfer

Public policies can help advance our land tenure objectives or pose obstacles. Where are the promising levers? What is realistic? What can we do from the field? These policy experts will talk about the policy landscape at federal, state and local levels.

Panelists: Chris Beyerhelm, USDA/Farm Service Agency; Don Brown, Colorado Department of Agriculture; Cris Coffin, Land For Good; Gary Matteson, Farm Credit

Moderator: Juli Obudzinski, National Sustainable Agriculture Coalition

WEDNESDAY 12:30P (LUNCH) Farmer Panel

Hear stories from young and beginning farmers and ranchers about land access. These inspiring operators from different commodities and regions will share about their land tenure path and their perspectives on what’s working and what’s needed.

Panelists: Tess Brown-Lavoie, Sidewalk Ends Farm, Rhode Island; Harrison Topp, Topp Fruits, Colorado; Dustin Stein, Stubborn Farm, Colorado; Javier Zamora, JSM Organics, California

Moderator: Adrian Card, CSU Boulder County Extension

WEDNESDAY 4:30P Racial Equity Challenges in Agricultural Land Tenure

US agricultural land tenure has a long and fraught history, especially regarding farmers of color and other disadvantaged groups. These panelists bring deep subject expertise to shed light on current challenges, and to provoke all of us to do more to promote equity in how all producers access, hold, and transfer farms and ranches.

Panelists: Stephen Carpenter, Farmers Legal Action Group; Janie Hipp, University of Arkansas; Shirley Sherrod, Southwest Georgia Project

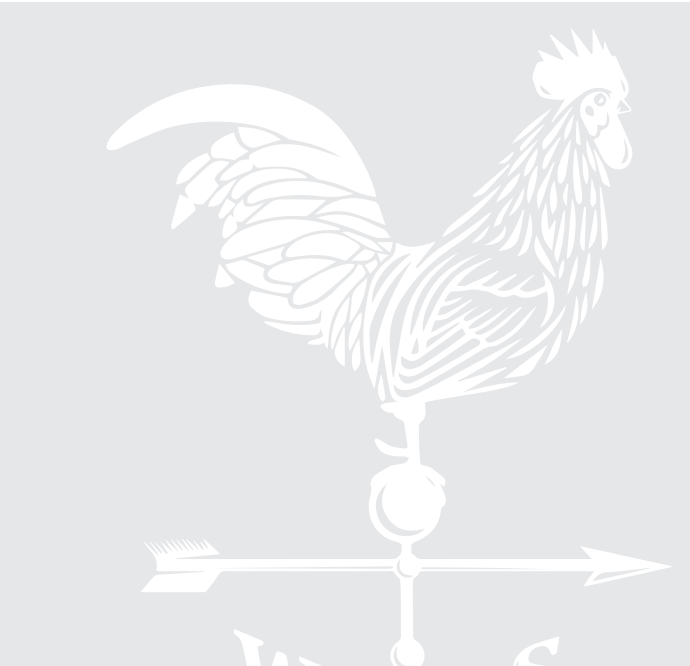
Moderator: Jennifer Hashley, New Entry Sustainable Farming Project

THURSDAY 11:15A Where to Next?

Indeed! These panelists will translate their conference experiences and observations into key takeaways that are sure to inspire and challenge us all.


Panelists: Poppy Davis, Univ. of Arkansas School of Law; Julia Freedgood, American Farmland Trust; Lilia McFarland, USDA; Monica Ränge, Federation of Southern Cooperatives

Moderators: Jim Hafner & Kathryn Ruhf, Land For Good



Concurrent Sessions At-A-Glance

	Session 1 TUE 4:45P	Session 2 WED 9:15A	Session 3 WED 11:15A	Session 4 WED 2:15P	Session 5 THU 8:00A
Keystone 1	1B Farmers without Successors	2B Succession Tools, Methods & innovations	3A Role of Easements & Conservation	4A To Own or Not to Own?	5A Leases & Leasing
Keystone 2	1D Planning for Land Access	2D Shared Ownership, New Partners	3C Public Farm & Ranch Lands	4B Building Succession Advisor Teams	5C Women on the Land
Keystone 3	1F Urban Land Access	2E Land Access & Transfer Curricula	3E International Perspectives on Farm & Ranch Succession	4C Working with Non-operator Landowners	5G Industry Perspectives on Land Tenure
Keystone 4	1G Facilitating Good Transactions	2G Land & Water Rights	3F Heir Property, Partition Sales and Land Tenure	4D Incubators, Apprenticeships, Mentoring & Land Access	5F Land Tenure Advocates
Aspen 3A	1A Seekers' Land Access Needs	2A Access to Capital & Financing Land Access	3B Transition Planning & Farm Programs	4E: Farm Link Programs	5B Technical Issues in Transfer Planning Assistance
Aspen 3B	1C Non-operator Landowners	2C Connecting Landowners & Farmers	3D Paths to Ownership	4F Research & Policy Agenda	5D Farmland Investors
Aspen 3C	1E Attorneys in Access and Succession Assistance	2F Addressing Systemic Prejudice	3G Land Access for Military Veteran Farmers & Ranchers	4G New Agrarian Views on Land Tenure	5E Trusts, Land Access & Land Protection



I know this place like I know the calluses on my hands.

Brenda Sutton Rose
DOGWOOD BLUES

Concurrent Session Formats


Tracks


Sessions are organized around six thematic tracks that are coded as follows to help you identify themes in the program:


A ▶ Seekers & Land Access
B ▶ Succession & Transfer
C ▶ Landowners

D ▶ Non-traditional Approaches
E ▶ Professional & Network Development
F/G ▶ Focus On... (a variety of key topics)

Formats

-  **Presentation**

In a presentation workshop, presenters share information about their work or program, followed by Q&A.
-  **Discussion**

In a discussion workshop, the discussants share their perspectives and analysis of the topic to set the stage for participant discussion.
-  **Roundtables (Session 4)**

These roundtable sessions are longer and more intensive than topical workshops. Here's where you can sink your teeth into an issue you care about! The sessions are in-depth, facilitated peer-to-peer discussion of specific topics leading to enhanced knowledge, understanding, practical applications and actions.

Each roundtable session is intended to foster:

 - ▶ Greater understanding of the issues
 - ▶ Practical next steps for individuals or collectively
 - ▶ Exposure to best practices
 - ▶ Problem identification and solving


Facilitators will set the stage and guide the discussion for each session. Choose a topic that resonates for you!

Regional Breakout Sessions THU 9:45A

In this session you will dialogue with colleagues from your part of the county. We'll explore how best and emerging practices, programs and policies address core land tenure values. We'll look at how regional characteristics and needs have shaped our work, and how we can best overcome challenges to achieve shared farm and ranch tenure goal—wherever we are.

Aspen 1-2: CO
Aspen 3A: IA, MI, MN, WI
Aspen 3B: CT, MA, ME, NH, RI, VT
Aspen 3C: NJ, NY, PA, WV

Keystone 1: ID, MT, NM, SD, TX, UT, WY
Keystone 2: AR, FL, GA, KY, MS, NC, SC, VA
Keystone 3: IL, IN, OH, MO, NE, KS
Keystone 4: CA, HI, OR, WA
DC and non-USA: your choice



My father worked with a horse plough,
His shoulders globed like a full sail strung
Between the shafts and the furrow.
The horses strained at his clicking tongue.
I wanted to grow up and plough
To close one eye, stiffen my arm.
All I ever did was follow
In his broad shadow around the farm.
I was a nuisance, tripping, falling,
Yapping always. But today
It is my father who keeps stumbling
Behind me, and will not go away.

Seamus Heaney
FOLLOWER

Concurrent Session Descriptions

Session 1 | Tuesday 4:45P

1A **Beginning Farmers’ and Ranchers’ and Other Seekers’ Land Access Needs**

What are the characteristics and needs of beginning farmers and ranchers (stage of farming, region, etc.)? What do we need to know? We will discuss the implications for programs and policies to address their circumstances and challenges around land access.

Discussants: Mary Ahearn, USDA/Economic Research Service (retired); Tim Biello, American Farmland Trust; Holly Rippon-Butler, National Young Farmers Coalition

Moderator: Karen Stettler, Land Stewardship Project

1B **Farmers without Successors**

Many farmers and ranchers do not have identified successors. This is both a challenge and an opportunity. We’ll examine research and programs focused on this audience. What do we know and how can we tailor assistance to their circumstances?

Presenters: Cris Coffin, Land For Good; Maria Marshall, Purdue University; Jon Jaffe, Farm Credit East

Moderator: Kip Kolesinskas

1C **Non-Operator Landowners**

Non-operator landowners (NOLOs) play a crucial role in agricultural land tenure and management. This session will focus on their needs and challenges, along with the programs that serve them.

Discussants: Chris Beyerhelm, USDA/FSA; Dan Bigelow, USDA/ERS; Peg Petrzelka, Utah State University

Moderator: Kim Niewolny, VA Tech

1D **Planning for Land Access**

Local and regional planners have increasingly engaged in agricultural land use and access. Presenters will share their methods and experiences. In addition, we’ll take a look at the role of local governments in making land available and assisting transfers.

Presenters: Misti Arias, Sonoma County (CA); Julia Freedgood, American Farmland Trust; Pete Westover, Conservation Works

Moderator: Reggie Knox, California Farm Link



Remember the earth whose skin you are:

Red earth, black earth, yellow earth, white earth

brown earth, we are earth

Remember the plants, trees, animal life who all have their

tribes, their families, their histories too.

Joy Harjo
REMEMBER

1E **Attorneys in Access and Succession Assistance**

Discussants will focus on the roles and importance of attorneys’ work with seekers, landowners and retiring producers, including how to engage more attorneys, build skills and strengthen networks. Not just for lawyers!

Discussants: Andrew Branan, attorney; Jerry Cosgrove, attorney; Joe Hawbaker, attorney

Moderator: Jim Hafner, Land For Good

1F **Urban Land Access**

Focus on the special practical and policy challenges around land access in urban settings. Presenters will draw from research and recent projects.

Presenters: Laura Bozzi, Southside Community Land Trust; Johanna Rosen, Equity Trust; Greg Rosenberg, Rosenberg & Associates

Moderator: Tess Brown-Lavoie, Land For Good

1G **Facilitating Good Transactions**

Navigating the “soft issues”—communications, goals & values—can make or break land access or transfer transactions. This session will focus on building service provider skills to assist these transactions.

Discussants: John Baker, Iowa State University Beginning Farmer Center; Dave Goeller, University of Nebraska; Kendra Johnson, California Farm Link

Moderator: Cara Cargill, Land For Good

Session 2 | Wednesday 9:15A

2A **Access to Capital and Financing Land Access**

Discussants will set a framework for the relationship between access to public and private capital and access to land, looking at the issues, options and policies around financing land acquisition.

Discussants: Reggie Knox, California Farm Link; Gary Matteson, Farm Credit; Jim Radintz, USDA Farm Service Agency

Moderator: Scott Marlow, RAFI

2B **Tools, Methods and Innovations in Succession and Transfer Planning Assistance**

Snapshots and stories from the field of successful and innovative strategies to engage farmers and ranchers in succession planning.

Presenters: Teresa Opheim, Practical Farmers of Iowa; Kristine Ranger, Ag Transition Partners; Jeff Tranel, Colorado State University; Julia Valliant, Indiana University

Moderator: Jerry Cosgrove, attorney

Session Descriptions



My father worked on a farm – and his father. They both got very near to ninety, I believe. They were hardy old sorts. They never had a thing amiss with them. They worked and lived, and then kind of toppled over at the end.

Ronald Blythe
AKENFIELD: PORTRAIT OF AN ENGLISH VILLAGE



Through my history's despite
and ruin, I have come
to its remainder, and here
have made the beginning
of a farm intended to become
my art of being here.
By it I would instruct
my wants: they should belong
to each other and to this place.
Until my song comes here
to learn its words, my art
is but the hope of song.

Wendell Berry
THE COLLECTED POEMS, 1957-1982

2C Connecting Landowners and Farmers/Ranchers

Everybody's talking about "connecting" landowners and farmers. What does that mean? What works and what's needed? A frank look at programs and obstacles.

Discussants: Tim Biello, American Farmland Trust; Andrew Sorrell, Virginia Department of Agriculture; Jennifer Visitacion, Guidestone

Moderator: Holly Rippon-Butler, National Young Farmers Coalition

2D Shared Ownership, New Partners

New and young farmers across the country seek new ways to access land, and are drawn to cooperative, group options. This session will explore multi-farmer and farmer-non-farmer land ownership interests—their commonalities, unique challenges and emerging opportunities.

Presenters: Seth Jansen, Poudre Valley Community Farms; Ian McSweeney, Agrarian Trust; Jim Oldham, Equity Trust; Mike Sands, Liberty Prairie Foundation

Moderator: Kim Niewolny, Virginia Tech

2E Land Access and Transfer Curricula

Presenters will share their review of land access curricula and farmer training around land tenure, and their experiences developing curricula. What works for what audiences? What's missing?

Presenters: Julia Freedgood, American Farmland Trust; Andrew Marshall, Land For Good; Karen Stettler, Land Stewardship Project

Moderator: Jennifer Hashley, New Entry Sustainable Farming Project

2F Addressing Systemic Prejudice

A focus on the unique and shared challenges faced by socially disadvantaged groups dealing with land access. Discussants will set the stage for lessons learned and opportunities to overcome systemic prejudice to foster land access and secure tenure.

Discussants: Janie Hipp, University of Arkansas; Maria Moreira, World Farmers; Monica Rainge, Federation of Southern Cooperatives

Moderator: Jim Hafner, Land For Good

2G Land and Water Rights

In some US regions, water rights are integral to land tenure. What are the issues and implications around agricultural water use for land access and transfer?

Presenters: Aaron Clay, Attorney; Sarah Parmar, Colorado Open Lands

Moderator: Kathay Rennels, Colorado State University



If we wish to know why
it is becoming more and
more difficult for a farmer
to acquire the ownership of
land, we must study those
forces and conditions that
enable him to buy land, and
also the conditions that retard
his making investments
in land. To improve the
conditions with respect to
the ownership of farms,
some means of improving the
farmer's facilities for making
such acquisitions need to be
devised.

Liberty Hyde Bailey
CYCLOPEDIA OF AMERICAN
AGRICULTURE, VOLUME IV,
CHAPTER V LAND AND LABOR, 1909

3A Role of Easements and Conservation

Easements play an important role in land affordability, availability and agricultural practices. Presenters will share their best and emerging practices around ag easements with a focus on land access and transfer, including more broadly the intersection of tenure and conservation.

Presenters: Jerry Cosgrove, attorney; Suzan Erem, SILT; Kendra Johnson, California Farm Link; Jillian Hishaw, F.A.R.M.S.

Moderator: Jennifer Dempsey, American Farmland Trust

3B Transition Planning & Farm Programs

The discussion will revolve around how transition planning does and could intersect with government and NGO programs and policy. Examples will be drawn from risk management, credit, conservation and mentoring programs.

Discussants: Kindra Brandner, Colorado NRCS; Scott Marlow, RAFI; Scott Miller, Colorado Farm Service Agency; Matt Russell, Drake Ag Law Center

Moderator: Cris Coffin, Land For Good

3C Public Farm and Ranch Lands

An investigation of farming and ranching agreements on federal, state, county and municipal properties. Presenters will share strategies, and explore ways to expand and improve the role of these land holders.

Presenters: Adrian Card, Colorado State University, Boulder County Extension; Tracy Emrick, Countryside Conservancy; Kip Kolesinskas, Connecticut Department of Agriculture; Les Owen, Colorado Department of Agriculture

Moderator: Andrew Marshall, Land For Good

3D Paths to Ownership

Land ownership is the dream of most farmers. What are established and new strategies for farmers and ranchers to move toward land ownership? Examples include lease-to-own, land contracts, and gradual transfer of interests. What current and potential policies foster a path to ownership?

Discussants: Gary Matteson, Farm Credit; Jim Radintz, USDA/Farm Service Agency; Kathy Ruhf, Land For Good; Liya Schwartzman, California Farm Link

Moderator: Bob Wagner, Land For Good

3E International Perspectives on Farm and Ranch

Learn from two experts who have studied farm transfer and land tenure in other countries and cultures. They will share their research and observations, with examples and application to the U.S.

Presenters: John Baker, International Farm Transition Network and Iowa State University; Matt Lobley, Land Environment, Economics and Policy Institute, University of Exeter, UK

Moderator: Dave Goeller, University of Nebraska



3F **Heir Property, Partition Sales and Land Tenure**



Heir property and partition sales present barriers to successful transfer of land to the next generations of African American and Native American farmers and ranchers. What are the program and policy opportunities to address this long-standing issue?

Presenters: Savi Horne, Land Loss Prevention Project; Monica Rainge, Federation of Southern Cooperatives; Cris Stainbrook, Indian Land Tenure Foundation

Moderator: Cara Cargill, Land For Good

3G **Land Access for Military Veteran Farmers & Ranchers**



This session will focus on the particular challenges faced by military Veterans accessing land for their farm or ranch operation.

Presenters: Jim Craig, Colorado AgrAbility; Matt Mulder, Arcadia Foods; TBD

Moderator: Rachel Murray, Land For Good

Session 4 (Roundtables) | Wednesday 2:15P

4A **To Own or Not to Own: Is that the Question?**



What are our goals and priorities for land access and tenure in the U.S.? What factors need to be considered? This roundtable will use the constructive tensions around land tenure toward a useful framework for our collective work.

Facilitators: Chris Beyerhelm, USDA Farm Service Agency; Neil Hamilton, Drake University Agricultural Law Center

4B **Building Succession Advisor Teams**



It takes a team to help farm and ranch families plan for succession. In this roundtable, practitioners will dig into how to build and improve succession planning advisor teams. Issues may include communications, confidentiality, and coordination challenges, along with strategies to recruit and train providers.

Facilitators: Teresa Opheim, Practical Farmers of Iowa; Andrew Marshall, Land For Good

4C **Working with Non-operator Landowners**



Few services exist for non-operator landowners. This roundtable will brainstorm successful and emerging practices to engage, educate and support NOLOs, from making land their available to working with USDA programs.

Facilitators: Jim Hafner, Land For Good; Matt Russell, Drake University Agricultural Law Center

I should understand the land,
not as a commodity, an inert
fact to be taken for granted,
but as an ultimate value,
enduring and alive, useful and
beautiful and mysterious and
formidable and comforting,
beneficent and terribly
demanding, worthy of the best
of man's attention and care...

Wendell Berry
THE HIDDEN WOUND

4D **Incubators, Apprenticeships, Mentoring & Land Access**



Creative thinking about how land-based farmer training and mentoring programs address land access for trainees. This roundtable will draw from participants' experiences and tackle the synergies between farmer training and land transfer.

Facilitators: Jennifer Hashley, New Entry Sustainable Farming Project and National Incubator Farm Training Initiative; Sarah Wentzel-Fisher, Quivira Coalition

4E **Farm Link Programs**



What are linking programs? Do they work, and how do we know? A clinic on program design, challenges, metrics, sustainability and effectiveness for those in the linking trenches and those who hope to be.

Facilitators: Andy Sorrell, VA Department of Agriculture; David Haight, American Farmland Trust

4F **Research and Policy Agenda**



A deep dive for policy and research wonks and wannabes. This roundtable will explore policy options and strategies for the next Farm Bill, state-level policy opportunities and research priorities.

Facilitators: Cris Coffin, Land For Good; Poppy Davis, SAGE

4G **New Agrarian Views on Land Tenure**



How can visions and models "outside the box" inform and inspire our collective efforts on equitable land access and transfer? This roundtable will combine creative thinking, cutting edge, real-world examples and analysis.

Facilitators: Julia Freedgood, AFT; Jean Willoughby, Agrarian Trust

Session 5 | Thursday 8:00A

5A **Leases and Leasing**



Presenters will dive into perspectives on leasing—the types and suitability of leases, and their legal and policy dimensions. We'll address roles and skills for TA providers to assist with good farm lease agreements.

Presenters: Neil Hamilton, Drake Ag Law Center; Liya Schwartzman, California Farm Link; Kathryn Ruhf, Land For Good

Moderator: Adrian Card, Colorado State University Extension, Boulder Cty

5B **Technical Issues in Transfer Planning Assistance**



Discussion of the hurdles advisors face with their transition clients—such as entity formation, taxes, operating agreements, and financial viability. What are good practices and areas for improved techniques?

Discussants: Andrew Branan, attorney; Dave Goeller, University of Nebraska; Savi Horne, Land Loss Prevention Project; Jon Jaffe, Farm Credit East

Moderator: Joe Hawbaker, attorney



We abuse land because we
regard it as a commodity
belonging to us. When we see
land as a community to which
we belong, we may begin to
use it with love and respect.

Aldo Leopold
A SAND COUNTY ALMANAC



Awake! arise! the athlete's arm
Loses its strength by too much
rest;
The fallow land, the untilled
farm
Produces only weeds at best.

Henry Wadsworth Longfellow
A FRAGMENT IN IN THE HARBOR

These memories are part of
my heritage, the fabric of my
personality, and as real to me
as the land itself.

Karen Jones Gowen
FARM GIRL

5C Women on the Land



Exemplary and emerging programs for women who hold or seek access to agricultural land.

Presenters: Wren Almitra, Women, Food and Agriculture Network; Debra Heleba, University of Vermont; Joy Kirkpatrick, University of Wisconsin; Madeline Schultz, Annie's Project, Iowa State University

Moderator: Laura Bozzi, Southside Community Land Trust

5D Farmland Investors



Sharing research on and examples of farmland investors, discussants will set the stage for dialogue, including concerns and opportunities related to farmland investment entities.

Discussants: Tim Biello, Saratoga Draft Power Farm; Mike Ghia, Land For Good; Teresa Opheim, Iroquois Valley Farms; Benneth Phelps, Dirt Capital Partners

Moderator: Bob Wagner, Land For Good

5E Land Trusts, Land Access and Land Protection



What are the current and best strategies to engage and strengthen land trusts in agricultural land protection, access and transfer? This session will explore successful, emerging and potential land trust community roles, contributions and connections.

Discussants: Nellie McAdams, Rogue Farm Corps; Jim Oldham, Equity Trust; Karen Burke, Sisters of St. Joseph of Brentwood; Holly Rippon-Butler, National Young Farmers Coalition

Moderator: Kendra Johnson, California Farm Link

5F Land Tenure Advocates: Individualized Support, System-wide Impact



Farm advocates will share their case-based experiences and strategies that bring a social justice lens to land tenure work within a food system reform framework.

Discussants: Stephen Carpenter, Farmers Legal Action Group; Scott Marlow, RAFL; Shirley Sherrod, Southwest Georgia Project

Moderator: Alicia Harvey, Farm Aid

5G Industry Perspectives on Land Tenure



Ag industry representatives will share their positions and perspectives on land access and transfer issues faced by their constituency, and their thoughts on the political landscape to address agland tenure challenges.

Presenters: Tom Driscoll, National Farmers Union; Zandon Bray, Colorado Farm Bureau; TBD

Moderator: Gary Matteson, Farm Credit

Presenters & Moderators

Dr. Mary Clare Ahearn is a Consulting Agricultural Economist. She retired from the USDA Economic Research Service in 2014 after more than 35 years of service as a researcher and research manager, specializing in policy analysis of agricultural performance, farm structure and rural development. Since retiring, she served as Managing Editor, Choices Magazine, an outreach magazine of the Agricultural and Applied Economics Association and Vice-Chair, Council of Food, Agriculture, and Resource Economics, an organization dedicated to strengthening the national presence of the profession. She provides economic consulting to international and national organizations. She received her Ph.D. from Oregon State University in 1984.

Wren Almitra coordinates Women, Land & Legacy, a USDA outreach program coordinated through the Women, Food & Ag. Network (WFAN). She also assists with WFAN's Harvesting Our Potential program, which supports aspiring and beginning women farmers. A life-long resident of Iowa, she took a leave of absence for a few years to receive her Environmental Studies degree from Prescott College in Prescott, AZ where she studied Agroecology, among other sustainable agriculture and conservation biology courses. She's worked on small farms in Iowa and Arizona and is a supporting partner of The Millet Seed, a CSA urban farm in Iowa City, IA.

Misti Arias is the Acquisition Program Manager of the Sonoma County Agricultural Preservation and Open Space District. The District was created and funded by local voter initiative to protect a wide variety of land throughout Sonoma County, California. Since 1990, the District has permanently protected over 111,000 acres. As a program manager, Misti oversees a wide variety of land conservation efforts for wildlife habitat, greenbelts, recreation and agriculture. She has over 20 years of agricultural land conservation experience ranging from the development of small scale community farms to 1,200 acre agricultural conservation easements on privately owned land.

Attorney John R. Baker is employed by Iowa State University Extension. For the last 32 years his focus has been on developing researched based materials, programs and presentations on the issues of farm entry, farm business succession planning and coordinating farm business owners in the development of their succession plans. He is a co-founder of the International Farm Transition Network and the FARMTRANSFERS

research project. He wrote the legislation that created the Iowa Beginning Farmer Center and the Beginning Farmer Tax credit. He has lectured throughout the United States and in Canada, Japan, Ireland, England, New Zealand and Poland.

Since January 2017, **Chris Beyerhelm** has served as Acting Administrator of the Farm Service Agency, overseeing policy, programs, operations, and management. It employs over 11,000 people in 2,100 offices nationwide. Concurrently, Mr. Beyerhelm has served as Associate Administrator for Operations and Management since 2015, wherein he is responsible for overseeing FSA's budget, management and operations. Mr. Beyerhelm serves as the Lead of USDA's Land Tenure Initiative. Previously, Mr. Beyerhelm was Deputy Administrator for Farm Loans Programs, where he oversaw a \$20 billion portfolio and managed the direct and guaranteed lending programs of FSA.

As Hudson Valley Farmlink Network Coordinator **Tim Biello** manages farmer and farmland owner programming, such as workshops and networking events, administers the Hudson Valley Farmland Finder.org website, and provides technical assistance to farmers and farmland owners in the Hudson Valley and throughout New York. He also organizes and presents at professional development training programs and assists with or leads research projects in New York and New England. Tim has an MS in Rural Sociology with a focus on agriculture, natural resources and community development. Tim is also a beginning farmer, managing and operating on 60 acres outside of Saratoga Springs, NY.

Daniel Bigelow joined USDA's Economic Research Service in 2015 as a research economist in the Rural and Resource Economics Division. Dan was involved with the initial analysis of TOTAL, a unique USDA survey that provides a comprehensive depiction of U.S. farmland ownership, tenure, and transfer. His current projects include a number of policy-focused research applications related to land use, land valuation, and water management. Dan holds a Ph.D. in Applied Economics, with a focus on environmental and resource economics, from Oregon State University.

Laura Bozzi is the Director of Programs at the Southside Community Land Trust in Providence, RI. There she leads programs aimed at building a food system that works for everybody: from farmland

access and urban agriculture to beginning farmer training and aggregation/distribution. She joined SCLT in January 2015, after working across the United States – from Oregon to West Virginia to Washington, DC – in fisheries, food systems and environmental protection. She earned Ph.D. and master's degrees from Yale University in Forestry and Environmental Studies and a B.S. in Ecology and Evolutionary Biology, also from Yale University.

Attorney Andrew Branan has worked with farmers and rural landowners since 2002. The core of his practice is helping families plan for the disposition of farm assets, usually with the goal of keeping them producing into another generation. Areas of expertise include: farm estate planning and farm business succession, conservation easements, Present Use Value property tax, PACA, farm leases, farm and processing business entity development and management, agri-tourism issues, estate settlement where farmland and farm equipment are assets, heir property/quiet title; non-profit organization and program development, and about any question related to farm law and rural land.

Kindra Brandner is the Environmental Quality Incentive Program (EQIP) Specialist for the Colorado Natural Resources Conservation Service (NRCS) located under the United States Department of Agriculture (USDA). Kindra graduated from Colorado State University with a Bachelor of Science in Rangeland Ecology and has worked for the NRCS since 1997. Kindra is also a graduate of the Emerging Leadership Development Program sponsored by the NRCS and The George Washington University. Kindra is a Colorado native from the rural agriculture community in Yuma and enjoys the opportunity to work one on one with landowners around the state.

Zandon Bray helps manage Bray Ranch. He returned to this multi-generation ranch in 2008. Bray Ranch began in 1907 when Edgar Bray and his wife moved by horse-drawn carriage from Cedaredge to Redvale, Colorado. The ranch began as a small operation but grew to a 800 cow-calf and yearling operation along with sheep and an extensive hunting operation. Zandon is president of Colorado Farm Bureau's Monstrose, Ouray and San Miguel County District 10. He is married to Sara, a school teacher. They have three children.

Don Brown was appointed the Colorado Commissioner of Agriculture in 2015. Brown is a third-generation farmer in Yuma County, Colorado. The Brown family farm was homesteaded in 1911 and has been des-

ignated as a Centennial Farm. Brown continues that pioneering spirit today through his study of the Ogallala Aquifer and his work related to water conservation, energy development and designing and implementing technological innovations within the industry. He is active in the National Cattlemen's Association, Colorado Cattlemen's Association, National Corn Growers and the Colorado Corn Growers Association. Brown is also a former Colorado State President of the Future Farmers of America.

Tess Brown-Lavoie is a first-generation farmer at Sidewalk Ends Farm outside of Providence, RI, which she started with her sisters in 2011. She is the RI Field Agent at Land For Good, and coordinates the Justice and Agriculture Working Group. Through these organizations, she works on land access, succession planning, and other various challenges faced by farmers in accessing land and capital, connecting with markets and resources, and addressing structural racism and other forms of oppression. She is Vice President of the National Young Farmers Coalition Board.

Karen Burke, CSJ, Ed.D. is the Coordinator of Land Initiatives for the Congregation of the Sisters of St. Joseph, Brentwood, NY. In response to the Congregation's Land Ethic statement, S. Karen has coordinated the efforts to implement new initiatives related to land conservation, solar energy, landscape options, and wastewater management. The Congregation's 212-acre property contains significant natural and community resources. S. Karen is leading the collaboration with the Peconic Land Trust to protect this land that is held in sacred trust. Most importantly, 28 acres of working farms will be preserved in perpetuity through a permanent agricultural easement on our property. The farm fields that once were working farmlands are now leased to six local farmers.

Adrian Card serves as the CSU Extension Agent in Agriculture and Natural Resources in Boulder County since 2004. He has worked in local foods in Colorado for the past 20 years as a vegetable farmer in Larimer County and as a student, instructor and researcher at CSU, and continues that work in his current position working directly with farmers, NGOs, and the public sector. Adrian's Extension work focusses on cropping systems, food systems, specialty crop production and marketing, public ag education, beginning farmer development, ag community development, economic development, and organizational development support for the Colorado Fruit and Vegetable Growers Association.

Cara Cargill is Land For Good's New Hampshire Field Agent. She also works as a facilitator and mediator covering a spectrum of areas from agriculture, food systems, land access/tenure/transfer, to family systems, and civic engagement including as mediator and program coordinator for the New Hampshire Agricultural Mediation Program, contractor with the State of NH as the North Country FAIR facilitator, NH Listens Carsey Fellow, and junior associate of Essential Partners. She received her MS in Mediation and Applied Conflict studies from the Woodbury Institute of Champlain College. Across all domains she is interested in creating constructive conversations.

Stephen Carpenter is Deputy Director at Farmers' Legal Action Group, Inc. (FLAG), a nonprofit law firm that works on behalf of family farmers. His work has centered on discrimination in agriculture, debtor-creditor issues, sustainable agriculture, direct marketing, and contracting in agriculture. He was Senior Counsel in the Office of the Monitor in the Pigford case and is the court-appointed Ombudsman for the In re Black Farmers Discrimination case. Stephen has presented to farmers and advocates in about thirty states. He graduated from Drury College and Stanford Law School, was a Stanford Law Review Executive Editor, and received a Skadden Foundation Fellowship that brought him to FLAG.

Aaron Clay has practiced law in Delta, Colorado since 1980. His general practice focuses on real estate, water, business planning, and estate planning. He was the Water Referee for Colorado Water Court, Division 4 (Gunnison, Uncompahge, and San Miguel River Basins) from 1982 to 2008. Among his clients are Tri-County Water Conservancy District, Grand Mesa Water Conservancy District, North Fork Water Conservancy District, Grand Mesa Water Users Association, and numerous other ditch companies and water users. Aaron has taught a course titled Water Law in a Nutshell for several years, for realtors, closers, attorneys, and others.

Cris Coffin leads Land For Good's efforts to promote and strengthen state and federal policies around farmland access, tenure, transfer and succession. Since the 1980's, Cris has worked at all levels of government on agriculture and land conservation policy. Past positions include New England Director/ American Farmland Trust, Professional Staff Member/ U.S. Senate Committee on Agriculture, Nutrition and Forestry, Legislative Assistant and Chief of Staff/U.S. Senator Herb Kohl, and consultant to the Vermont

and Wisconsin Departments of Agriculture. Cris is a graduate of the University of Massachusetts (B.A.) and Georgetown University Law Center (J.D.), and, with her husband, raises pastured poultry in Bernardston, Massachusetts.

Jerry Cosgrove is a Senior Advisor and Farm Legacy Program Director with American Farmland Trust and is Of Counsel at the law firm of Scolaro, Fetter, Grizanti, McGough and King, P.C. Jerry served as Associate Director of the Local Economies Project of the New World Foundation from 2012 to 2015, and as Deputy Commissioner for the NY Department of Agriculture and Markets from 2007 to 2010. He was Northeast Director for American Farmland Trust for 15 years. Jerry grew up on his family's dairy farm in Clinton, NY. Jerry graduated from Cornell's College of Agriculture and Life Sciences and Cornell Law School.

James Craig MA; JD; Ph.D. is a Rural Rehabilitation Specialist with the Colorado AgrAbility Project at Goodwill Industries Denver. Mr. Craig was raised on a Winter Wheat/Cow-Calf Operation in NE Montana. Combining 28 years of service in the United States Marine Corps with ranch upbringing and academic degrees in law, mental health counseling and psychology, he has served as a Staff Judge Advocate, agricultural lawyer, Judge Pro Tempore and therapist. Mr. Craig will present information that the impaired veteran may use to improve access to farm ownership.

Poppy Davis teaches and advises on business and policy issues affecting family-scale farms and ranches and related associations. She is the Director of Entrepreneurship at the Indigenous Food and Agriculture Initiative at the University of Arkansas Law School and consults for farm programs across the country. Previously she was the National Program Leader for Small Farms and Beginning Farmers and Ranchers at the USDA, and prior to that a California CPA. She holds a Juris Doctor Agriculture from Drake University Law School, a Masters in Journalism from Georgetown, and a BS in Agricultural Economics from the University of California, Davis.

Jennifer Dempsey is the Director of American Farmland Trust's Farmland Information Center (FIC), a project of AFT and USDA Natural Resources Conservation Service that includes a staffed answer service and clearinghouse of farmland protection resources at: www.farmlandinfo.org. Dempsey oversees delivery of technical assistance, develops educational resources, and monitors farmland protection activity including an

annual survey of purchase of agricultural conservation easement programs. She co-authored *Cultivating the Next Generation: Resources and Policies to Help Beginning Farmers Succeed in Agriculture* and is co-leading a Beginning Farmer and Rancher Development project to develop a performance-based land access curriculum for beginning farmers and ranchers.

Tom Driscoll joined National Farmers Union in 2014. He works to ensure family farmers, beginning farmers and youth have the educational resources they need to succeed. He also represents their interests on energy, climate and environmental issues. Before joining NFU, Driscoll managed the agriculture news clips service AgToGo, wrote articles for the Agri-Pulse weekly newsletter, and helped nonprofits apply to USDA grant programs. He has also worked for the U.S. EPA, Congressman Tim Ryan, and the boutique government relations firm Strategies 360. A licensed attorney in NY and DC, he holds a JD from the University of Toledo College of Law.

Tracy Emrick is Executive Director at Cuyahoga Valley Countryside Conservancy. After the passing of founder Darwin Kelsey, Tracy, who's been with Countryside since 2012, was selected to serve as the new ED in March 2017. In partnership with Cuyahoga Valley National Park, Countryside co-manages a unique farmland program. In addition to this model and Countryside's other local food programs, Tracy advocates for farmers and farmland preservation across Ohio. She is a Political Science graduate of Kent State University, and a proud, active member of the Ohio Farm Bureau. Tracy lives in northeast Ohio on a tiny farm once belonging to her grandparents.

Suzan Erem is president and co-founder of the Sustainable Iowa Land Trust, dedicated to permanently protecting land to grow healthy food. She combines three decades of organizing experience with her passion for economic justice and environmentalism in this effort to revive the family food farm on Iowa's industrial agriculture landscape. In SILT's first two years, it has acquired three farms and placed next generation farmers on two. SILT is on pace to protect three more farms this year. SILT credits Equity Trust, Slow Money and the broader land trust community for much of the success of its model.

Julia Freedgood is Assistant Vice President of Programs at American Farmland Trust responsible for AFT's mission areas to protect farmland and keep farmers on the land. She oversees planning, policy and

programming related to farmland protection, farmland transition and access, food systems, and the next generation of farmers. Freedgood leads AFT's Farms for the Next Generation initiative, which includes a four year USDA-funded project to train trainers to help beginning farmers and ranchers secure land. She also is wrapping up Growing Food Connections, a research, extension and education project to build local government capacity to sustain agriculture and strengthen community food systems.

Mike Ghia was a Vermont beginning farmer and land seeker from 1997-2007. Now he farms part-time while working as a farm consultant, primarily as Land For Good's Vermont Field Agent, and with the University of Vermont Extension Farm Viability Program, where he assists farmers with business planning, financial management and farm succession. As LFG Field Agent, Mike coaches farmers and landowners on farmland access and tenure, and develops tools and technical resources to help farmers and landowners with farmland tenure issues, including farm succession and transfers.

Dave Goeller began his career at the University of Nebraska Department of Ag Economics in 1984. Since the late 1990's he served as UNL Extension "Farm Transition Specialist" with an emphasis on beginning farmer and family business transition and estate planning as well as farm financial management. The author of numerous articles and publications, Goeller has trained and presented in more than 30 States and in Canada. Recently retired, Dave continues to do contract work on farm/ranch transition. Dave and his wife are involved in their family farm in Northeast Nebraska which they rent to two young beginning farmers.

Jim Habana Hafner joined Land For Good in 2013 and became Executive Director in 2015. A native of western Massachusetts, Jim worked summers on local farms. He has over 20 years' experience in program and fund development, outreach and research in international agriculture, community development, and public health. He has worked with farmers, NGOs and researchers on land tenure, conservation farming, agro-forestry and watershed management, especially in the Global South. Jim has graduate degrees in International Agriculture (M.S.) from UC Davis and Natural Resources (Ph.D.) from Cornell University.

David Haight is New York State Director at American Farmland Trust. He has helped coordinate major initiatives to help farmers protect healthy soil and clean wa-

ter on Long Island and in the Lake Ontario Watershed, scale up sales of local food to schools, colleges and other institutions in NY and facilitate the successful transition of farms to a new generation in New York's Hudson Valley. David and his wife, Suzanne, live with their two children in Malta, NY, and are proud owners of Balet Flowers & Design, a flower farm Y

Prof. Neil D. Hamilton is Director of the Agricultural Law Center at Drake University Law School in Des Moines. Since 1983, Neil has lead its research, education and extension on food policy, agricultural law and rural development. Past-president of the American Agricultural Law Association, Neil has authored books and articles on such topics as food democracy, rural lands, sustainable agricultural land tenure, and production contracts. He has conducted legal seminars throughout the U.S. and in 24 countries. In 2016 he co-chaired USDA's Subcommittee on Land Tenure. He has a B.S. from Iowa State, and a J.D. from Iowa. He and his wife Khanh own Sunstead Farm near Waukee.

Alicia Harvey is Farm Aid's Advocacy & Issues Director, where she guides advocacy, research, issues analysis and policy related activities to advance Farm Aid's mission and goals. She received her masters degree in Agricultural & Environmental Science and Policy from the Tufts Friedman School of Nutrition Science and Policy, where she also conducted research into U.S. farm household economics with the Global Development and Environment Institute at Tufts. Prior to Farm Aid, Alicia worked at Oxfam America's domestic program. Alicia grew up in Downingtown, Pennsylvania, with the state's beautiful rural landscape at her fingertips.

Jennifer Hashley is Director of the New Entry Sustainable Farming Project, a beginning farmer training program that assists diverse individuals to begin farming in Massachusetts. Jennifer is also a vegetable and pasture-based livestock farmer and serves on the Boards of The Carrot Project and the Urban Farming Institute of Boston. She is a farm business planning instructor for Massachusetts Department of Agricultural Resources and is advisor to several regional food systems initiatives. She served as an agricultural Peace Corps Volunteer in Honduras and holds a Master's in Agricultural Policy from Tufts University and a BS in Environmental Science from Indiana University.

Joe Hawbaker represents farmers and ranchers in Nebraska, primarily in estate, business and succession planning, commercial transactions, debtor/creditor law, and administrative law. He also works as a con-

sultant to the Nebraska Farm Mediation Service, Nebraska Farm Hotline and Beginning Farmer Project of Legal Aid of Nebraska. Joe regularly conducts legal clinics and succession planning workshops for farmers and ranchers throughout the state. He is the author of numerous articles on topics of farm and ranch interest. Joe received his BA from Grinnell College and his JD from the University of Michigan Law School.

Debra Heleba works at the University of Vermont (UVM) Extension as a sustainable and organic agriculture program coordinator. She was a founding staff member of both the Vermont Women's Agricultural Network and UVM Center for Sustainable Agriculture where she developed beginning farmer programming, coordinated Land Link Vermont, and provided educational programs on farm succession. In 2008, she joined UVM Extension's Northwest Crops and Soils Team that conducts on-farm research and outreach on soil health and agronomic crops. She is also the Vermont state SARE coordinator, providing program outreach and professional development trainings on social sustainability and other sustainable agriculture topics.

Janie Simms Hipp, J.D., LL.M. (Chickasaw) is Founding Director of the Indigenous Food and Agriculture Initiative at the University Of Arkansas School Of Law. She is an enrolled member of the Chickasaw Nation. Prior to the Initiative, she served in the Obama Administration as Senior Advisor for Tribal Relations to Secretary Tom Vilsack, and as the National Program Leader for Farm Financial Management, Risk Management Education, Trade Adjustment Assistance, and the Beginning Farmer and Rancher Development Program within NIFA. She has been a licensed attorney in Oklahoma for over 30 years, specializing in food and agriculture law and Indian law.

Jillian Hishaw, Esq., LL.M., is Founder and Director of F.A.R.M.S., a legal and education non-profit that provides services to small farmers and rural youth in the Southeast. Hishaw has over a decade of local, state, federal, legal, and non-profit experience in agriculture, environmental and estate planning matters. Hishaw worked for the USDA Office of Assistant Secretary of Civil Rights. After leaving USDA, Ms. Hishaw provided legal assistance to small farmers in NC and Alabama during the settlement phase of Pigford and Keepseagle. Hishaw has a Biology degree from Tuskegee University and a Juris Doctorate and Legal Masters in Agricultural law from the University of Arkansas-Fayetteville.

Savi Horne is the Executive Director of the Land Loss Prevention Project, a nonprofit organization founded in 1982 by the North Carolina Association of Black Lawyers to curtail epidemic losses of Black-owned land and to provide legal support and assistance to all financially distressed and limited resource farmers and landowners in North Carolina. Horne develops agriculture policy initiatives to keep minority and limited resource farmers on the land. She specializes in minority agricultural issues, sustainable agriculture, food systems policy, and environmental justice policy. Horne received her B.A. in Urban Legal Studies from Central College in New York and her J.D. from Rutgers University.

Jon Jaffe was raised on a 60 cow dairy farm in upstate NY. Jon has worked for Farm Credit East for nearly 34 years as a loan officer, assistant branch manager, tax specialist, and farm business consultant, providing strategic business analysis, farm succession/estate planning, tax consulting, and other consulting services. Jon has spoken at many seminars on farm succession planning, labor management, farm business training and business plan preparation. With Land For Good, he co-taught the Farm Succession School. Jon serves on the Carrot Project Advisory Board, the Rhode Island Ag Council, Mass Flower Growers Board of Directors and Cape Cod Cranberry Growers Board of Directors.

Seth Jansen, is interim CEO at Poudre Valley Community Farms (PVCF) which is a vehicle for community-ownership of farmland. PVCF purchases threatened farmlands and then provides long-term (e.g., 20-30 year) leases to local food producers. This ownership model offers a land tenure option for this, and future, generations of farmers in our community. Seth has a background in engineering and sustainability consulting. He served as the President of the Board for a year-and-a-half during PVCF's formational period and now oversees PVCF's work to complete its first farmland acquisition.

Kendra Johnson is farmland access, conservation and stewardship consultant. She coordinated CA FarmLink's Central Valley programs for 5 years, helping farmers/ranchers and landowners with tenure, succession, and farm business and finance needs. Since 2012 she has served on FarmLink's board, and has consulted with a variety of groups including land trusts, National Young Farmers Coalition, Agrarian Trust, One Farm at a Time, and others. She has a BA from Macalester College, and a MS in Community Development from UC Davis where she researched agricultural conservation

easements and farmland access. Kendra lives on the Russian River with her husband and three children.

Joy Kirkpatrick has worked in University of Wisconsin Extension for 24 years. She began her Extension career as a county-based educator. In 2004, she became the Outreach Specialist for the University of Wisconsin's Center for Dairy Profitability. In this position she collaborates with colleagues to provide educational programs and information on farm succession planning. Kirkpatrick received both her BS and MS degrees from SIU-Carbondale. Kirkpatrick has extensive experiences facilitating farm succession discussions with farm businesses and farm families. She has written articles on retirement and succession planning for farmers and taught seminars throughout the US on farm succession facilitation.

Reggie Knox has been working on behalf of small farmers and sustainable agriculture for 28 years and joined California FarmLink in 2004 to help beginning and low-resource farmers access land and capital. He became executive director in 2011 and has facilitated the growth of FarmLink's loan fund, and the organization's emergence as a Community Development Financial Institution. FarmLink's land access program helps farmers find land, develop sound lease agreements, and partner with landowners to transition farms to the next generation. During his career Reggie has developed expertise in farming, organic production, ag policy, non-profit management, farmland lease, finance and ownership strategies.

Kip Kolesinskis is a consulting Conservation Scientist whose current projects include assisting agencies, NGO's, and private individuals with farmland protection, land access and affordability for new and beginning farmers, farmland restoration, and climate change adaptation strategies. He is a member of the CT Working Lands Alliance Steering Committee, and the Connecticut Council on Environmental Quality. Formerly with the USDA Natural Resources Conservation Service State Soil Scientist for Connecticut and Rhode Island, Kip worked extensively with farmers, educators, government and nonprofits to help them protect farmland and wetlands, and use soils information to make better informed land use decisions.

Professor Matt Lobley is a Director of the Land, Society & Policy Programme in the Politics Department, University of Exeter, UK. Much of his research has focused on farm household behavior. One of his main areas of research expertise is in the family life-cycle and

succession issues. With John Baker, Matt co-directs a collaborative international project (FARMTRANSFERS) exploring farm succession and retirement in a range of different social, economic and political contexts. He is co-editor of 'Keeping it in the family: International Perspectives on Succession and Retirement on Family Farms' and has spoken on farm succession at several international conferences.

Scott Marlow is the Executive Director of the Rural Advancement Foundation International - USA, based in Pittsboro, NC. Scott previously directed RAFI's Farm Sustainability program, providing in-depth financial counseling to farmers in crisis, education on disaster assistance programs and access to credit, and the needs of mid-scale farmers who are increasing the sustainability of their farms by transitioning to higher-value specialty markets. Scott's specialty is financial infrastructure, including access to credit and risk management, and effect on food security and global climate change. He has a Masters Degree in Crop Science from NC State University, and a BA in Political Science from Duke University.

Andrew Marshall is Education and Field Director at Land For Good. Andrew spent 10 years as Educational Programs Director at the Maine Organic Farmers and Gardeners Association (MOFGA), where he oversaw the development of their innovative and nationally recognized farmer education programs. Andrew has a background in Agroecology and Rural Sociology, and holds degrees from Bowdoin College and the University of California, Santa Cruz. Andrew is also a farmer. He and his family operate Dorolenna Farm in Montville, Maine, where they produce certified organic vegetables, tree fruit, and poultry.

Dr. Maria Marshall is Professor in the Department of Agricultural Economics at Purdue University and Director of the Purdue Initiative for Family Firms. Dr. Maria Marshall has a nationally and internationally recognized integrated Extension, research, and teaching program focused on small and family business development. Her program thrust is to increase the viability and sustainability of small and family businesses as they develop and mature through their life cycles. Her research provides relevant information and publications to entrepreneurs, family business owners, and policy makers. She received a Ph.D. in agricultural economics from Kansas State University.

Gary Matteson works for Farm Credit's trade association in Washington, DC as Vice President, Young, Be-

ginning, Small Farmer Programs and Outreach. This includes policy work on local foods, sustainable agriculture, and direct-to-consumer agriculture. He frequently speaks to beginning farmers, training on basic financial skills and recordkeeping. For thirty years Gary was a small farmer raising greenhouse wholesale cut flowers marketed in the Northeast and beef cattle for local sales. He has served on numerous boards of directors including Farm Credit, the Boston Flower Exchange, and many non-profits.

Growing up, **Nellie McAdams** spent every weekend at her family's hazelnut farm in Gaston, Oregon. She followed in her father's footsteps as farm successor and attorney. As Farm Preservation Program Director at the Oregon nonprofit Rogue Farm Corps, Nellie helps develop and promote resources for farm succession planning and farmland preservation. In that role, she co-wrote a report, The Future of Oregon's Farmland, with OSU and PSU. She also wrote a gap analysis for the Coalition of Oregon Land Trusts on working lands easement holders in the state and is currently working with a coalition on related state policy.

Lilia McFarland is the New and Beginning Farmer and Rancher Program Coordinator for the Department of Agriculture. In this role, she works across USDA to ensure that the programs and services that USDA offers meet the needs of the next generation of agriculture. Lilia previously served as the Acting Chief of Staff for Agriculture Deputy Secretary, and in the office of the senior senator from California, focused on the farm bill and agriculture appropriations. Originally from Deep East Texas, Lilia earned her degree from the University of Texas in Austin.

Ian McSweeney is a leader in farmland conservation, transfer and tenure. As Director of the Russell Foundation, Ian supports sustainable farms by assisting landowners and farmers through a customized approach to permanent land protection, farm transfer, and sustainable ecologically diverse management. As a Board member of Agrarian Trust, Ian engages in farmland transfer, access and tenure on a national scale. Life experiences deeply root Ian's focus towards the protection of farmland and support for sustainable farms. Ian works with individuals and organizations on all levels; including farmers, farmland owners, zoning, conservation, planning and agricultural Boards, Commissions, and Districts, University Extension, USDA/NRCS.

Scott Miller is a Colorado native graduating from Colorado State University with a degree in Animal Science.

Scott has worked for the Farm Service Agency for over 32 years as a Loan Officer, Loan Specialist, and now as the Farm Loan Chief. Scott has worked in several County Offices throughout Colorado. He now works in the Colorado State Office as the Farm Loan Chief. Scott has worked with many Ag Lenders and Farm Producers around the state, making FSA loan programs work for them. Scott enjoys the outdoors and you can usually find him running, biking, hiking, or camping.

Maria Moreira is co-founder Executive Director of World Farmers Inc., (WF) a former dairy farmer, cheese maker, Extension Educator and a Mentor Farmer. An immigrant farmer herself, she's been mentoring beginning farmers since 1984. She directs the Flats Mentor Farm a program of World Farmers serving over 250 Immigrant Refugee. She is affiliated with and serves on the FSA County Committee, the USDA Beginning Farmers and Ranchers Advisory Committee, the Massachusetts Farm Bureau, 4-H, NIFI, Rural Coalition/ Coalición Rural, NSAC, the Lancaster Agriculture commission, the Worcester County Food Hub. She has four children and four grandchildren. She lives with her family in Lancaster MA.

Matt Mulder is the Director of Operations for the Arcadia Center for Sustainable Food & Agriculture in Alexandria, VA. Matt has spent the last 19 years working on environmental and agricultural programs in the Washington, DC nonprofit community. Prior to Arcadia, he was the founding Director of the Accokeek Foundation's Center for Agricultural and Environmental Stewardship. He has spent the last decade working on programs to support new and beginning farmers with a focus on underserved communities. In 2015, he helped to create and launch Arcadia's Veteran Farmer Program, which prepares military veterans for new careers in agriculture.

Rachel Murray is the Connecticut Field Agent at Land For Good. Rachel's first high school job at a small fruit and vegetable farm in Western Connecticut had a profound impact on her decision to pursue Agriculture and Natural Resources at the University of Connecticut and afterwards pursue a Masters in Sustainable Food Systems from Green Mountain College in Poultney, VT. As a land-seeking farmer in Connecticut, Rachel understands the challenges and hurdles many farm seekers face in New England. Currently, she is production manager at Sunny Meadow Farm.

Kim Niewolny is an Associate Professor in the Department of Agricultural, Leadership and Community

Education at Virginia Tech. Her work centers on the role of power and equity in community education and development with a focus on social justice and food systems. This scholarship is grounded in asset-based community development; critical pedagogy, action research; and narrative inquiry. Current funded initiatives emphasize participatory capability building, community food work, Appalachian community food security, new farmer sustainability, and farmworker care/dignity. Kim serves as the Director of the Virginia Beginning Farmer and Rancher Coalition and AgrAbility Virginia, two statewide programs addressing land access issues.

Juli Obudzinski is the Deputy Policy Director for the National Sustainable Agriculture Coalition, a national non-profit organization based in Washington, D.C. Since 2011, she has led the coalition's federal policy work related to beginning farmers – focusing on the complex issues of how to improve new farmer access to capital, land, markets, and crop insurance. Previously, Obudzinski worked at the U.S. Department of Agriculture and also at the Leopold Center for Sustainable Agriculture helping to develop a statewide local food policy platform. Obudzinski currently serves on the USDA Advisory Committee on Agricultural Statistics, and holds degrees from the University of Wisconsin and Tufts University.

Jim Oldham is Executive Director of Equity Trust, a small national non-profit that promotes alternative forms of land ownership—for farms, housing, and other critical resources—that balance the needs of individuals with the needs of their communities and the environment. For twenty-five years, Equity Trust has worked to preserve affordable working farms using shared-equity ownership based on the community land trust model for affordable housing, as well as affirmative agricultural easements. Equity Trust also runs a revolving loan fund that enables lenders and donors around the country to support local food systems, affordable housing and other community investments.

Teresa Opheim is Senior Fellow for Renewing the Countryside and for Practical Farmers of Iowa (PFI), focusing on farm transitions. She is a Minnesota Institute for Sustainable Agriculture Endowed Chair for this work. She is a board member of Iroquois Valley Farms, a private company that works to get farmland to the next generation, and leads its USDA-funded conservation finance project. Teresa is the editor of *The Future of Family Farms* (University of Iowa Press 2016). She served as the Executive Director of PFI (2006-2016)

and has journalism and law degrees from the University of Iowa. Teresa and her family reside in Minneapolis.

Les Owen is the Conservation Services Director with the Colorado Department of Agriculture. His primary duties are engaging the department in federal land issues that impact agriculture. He recently moved here from New Mexico where he worked for New Mexico Department of Agriculture for the last 10 years on a variety of issues related to federal land management, threatened and endangered species, and other rules and regulations that affect natural resource management. He was raised near the small town of Corona, New Mexico where most of his time was spent working on the family ranch.

Sarah Parmar is Director of Conservation for Colorado Open Lands, a statewide land trust that works to permanently protect working farms and ranches using conservation easements. Sarah guides conservation prioritization, transactions, and partnerships and is responsible for the protection of 80,000 acres of private land in Colorado. Sarah has led research on the role of land trusts in generating alternatives to meeting water demand that do not dry up Colorado's productive farms. Her educational background is in agriculture and resource economics and she was the sixth generation to be raised on her family's cow calf operation in Southern Arizona.

Peg Petrzelka is Professor of Sociology at Utah State University. Her research focuses on the interrelationships between the physical and social environment in various settings. Since 2013 she has worked with American Farmland Trust researching non-operating landowners of agricultural land—a group whose voice has been invisible to both researchers and natural resource agencies. Current efforts are concentrated in the Great Lakes Region of the U.S., focusing on what incentives and barriers exist for these landowners (in particular women landowners), and their operators, with the goal of developing and implementing a project that results in improved conservation practices on the land.

Benneth Phelps joined Dirt Capital Partners in 2016 as the Director of Farmer Services to develop and refine the company's approach to investing in land in partnership with farmers. Previously, Benneth was Loan and Business Assistance Manager at The Carrot Project, where she spent five years evaluating loan applications and working with farm and food enterprises to plan for business growth. Prior to this she farmed

organic vegetables and small fruit in the Northeast. She holds an MRP in community and regional planning from the University of Massachusetts, and a BA from Smith College in American Studies and Economics.

James F. (Jim) Radintz is the Deputy Administrator for Farm Loan Programs in the USDA's Farm Service Agency (FSA). He is responsible for leadership, management and direction of FSA's direct and guaranteed lending programs. This includes over \$6 billion in new loans annually and a \$24 billion loan portfolio. Radintz grew up on a family farm in Iredell County, North Carolina, graduated summa cum laude with a B.S. in agriculture from NC State University, and received an MBA in finance from Virginia Tech. Radintz's 37-year federal career includes service in USDA field offices, and over 25 years in leadership positions at USDA headquarters.

Monica Ränge, B.S., J.D., LL.M., has worked in the public and private agricultural sectors for over 20 years, and is licensed to practice law in Florida. Experienced in agricultural policy development and program management, she serves as the Florida State Coordinator for the Federation of Southern Cooperatives/Land Assistance Fund. She manages regional USDA projects focusing on outreach and technical assistance to socially disadvantaged farmers and ranchers and rural sustainability. She serves as a board member for the Farmer Legal Action Group. She frequently advocates and lectures nationally on food security issues and the preservation of agricultural land rights in the South.

Kristine Ranger, M.Ed. has spent her professional career educating others about food and farming— from teaching agri-science to speaking, coaching and developing innovative solutions for farmers of all sizes and types. She has led a "Buy Local" campaign that increased sales of fresh Michigan products by 100%; consulted with agri-preneurs in human resources, business planning and marketing initiatives; facilitated sales and management workshops; and coached farm families through succession planning. As an Organizational Practitioner, she addresses the soft skills with hard core strategies to increase employee engagement and retention, build effective and cohesive leadership teams, improve organizational health and achieve transformational change.

Kathay Rennels, Associate Vice President for Engagement at Colorado State University, works to advance collaborative networks across the state and create economic development opportunities. She has significant experience fostering public and private partner-

ships in regional and rural workforce development, with particular attention to Larimer and Weld Counties. Rennels previously served three terms as a Larimer County Commissioner and is now leading the Food and Agriculture Key Industry Network for the State of Colorado. She helped initiate the 2013 “Value Chain of Colorado Agriculture” study, and co-authored the November 2014 follow-up study, “The Emergence of an Innovation Cluster in the Agricultural Value Chain along Colorado’s Front Range.”

Holly Rippon-Butler is the Land Access Program Director with the National Young Farmers Coalition, where she works with policy makers and land trusts to increase land access opportunities for the next generation of farmers. She has co-authored a guidebook for farmers on the process of partnering with a land trust to access land and organized trainings across the country on innovative conservation tools that help protect farmland affordability for farmers. In addition to her work with NYFC, she farms with her parents on their third-generation dairy and beef farm in Upstate New York.

Johanna Rosen works with Equity Trust’s Farms for Farmers Program, leading the urban agriculture initiative and helping farmers gain affordable access to farmland. Jo also works as the Communications Coordinator with Food Solutions New England. She co-founded and was Director of the Mill Creek Farm, a non-profit educational farm in Philadelphia.

Greg Rosenberg has a consulting practice in affordable and sustainable housing development, cohousing, urban agriculture, and community land trusts (CLTs). A founder of the National CLT Network and the CLT Academy, Greg served as the first Academy Director through 2011. Prior to the CLT Network, he was the Executive Director of the Madison Area CLT, where he developed Troy Gardens, an urban ecovillage project featuring a working farm, community gardens, a restored prairie, and a 30-unit mixed-income cohousing project. Greg collaborates with John Emmeus Davis on www.cltroots.org (an archive of the CLT movement), is licensed to practice law in the state of Wisconsin.

Kathryn Ruhf co-founded Land For Good as a 501(c)(3) specializing in farm access, tenure and transfer in 2004, and served as co-principle and then executive director until 2015. Now Senior Program Director, Ruhf oversees LFG’s program areas, including two USDA-funded Land Access Projects. Ruhf directed the New England Small Farm Institute (1987-2004) and

served on the USDA Beginning Farmer and Rancher Advisory Committee for 6 years. Ruhf has written, consulted and taught about beginning farmers, land tenure and food systems for 30 years. She holds a M.Ed. from University of MA and an M.S. from Antioch/New England. Ruhf lives in western Massachusetts.

Matt Russell is Resilient Agriculture Coordinator at Drake University Agricultural Law Center. He has worked on retail agriculture, land tenure, conservation, climate change, farmer veterans, rural development, state food policy, and federal farm policy. Matt is a fifth generation Iowa farmer. He and his husband Patrick Standley operate Coyote Run Farm and market produce, eggs, and beef. He serves on the Iowa Farm Service Agency State Committee. Matt received his B.A. from Loras College in Dubuque, studied for the Catholic Diocese of Des Moines at Mundelein Seminary in Illinois, and earned an M.S. in Rural Sociology from Iowa State University.

Michael Sands is the owner/operator of Bean Hollow Grassfed, a pasture-based farm raising sheep and cattle in Virginia. Currently Senior Associate of the Liberty Prairie Foundation (LPF), he served as founding Executive Director. This small private operating foundation, based in IL, is dedicated to the integration of economically prosperous, ecologically sensitive farms and high quality natural areas into vibrant working landscapes. He founded the Farm Business Development Center, a business incubator for beginning organic farmers. As Environmental Team Leader at Prairie Crossing in Grayslake, IL. Mike provided leadership in the design and management of natural resources and farm lands in an innovative conservation community.

Madeline Schultz is Program Manager of Iowa State University Extension and Outreach Women in Agriculture. She is a former Co-Director of the Annie’s National Network Initiative for Educational Success where she helped educators in 36 states offer Annie’s Project and other farm and ranch business management education programs designed for women. Madeline is a family farmer who, after farming 20 years and raising five children all passionate about agriculture, earned Bachelor of Science degrees in Agribusiness and Economics in 2003 and the Master of Business Administration degree with an interest in Sustainable Agriculture in 2007 from Iowa State University.

Liya Schwartzman has been working with farmers on behalf of California FarmLink since 2010. She has supported hundreds of farmers and ranchers in accessing

land, securing strong tenure agreements, exploring financing, and facilitating farmland and business succession plans. She is a frequent speaker at workshops and conferences on topics of importance to beginning and retiring farmers and ranchers. Liya was born and raised in the suburbs of Los Angeles, and graduated from UC Davis with a B.A. in Nature and Culture. She now resides in America’s Farm-to-Fork Capital, Sacramento, and enjoys all the fruits and vegetables that California has to offer.

Shirley Sherrod serves as Executive Director of the Southwest Georgia Project for Community Education, Inc., and the Vice President for Development for New Communities, Inc. In 2010, Sherrod was forced to resign her position as Georgia State Director of USDA Rural Development after a conservative blogger claimed she racially discriminated against a white farmer. The video set off a storm of controversy and criticism that led to Sherrod being asked to resign. Subsequent events led to USDA apologizing and offering her another job, which she declined. During the 1960’s Shirley and her husband helped to form New Communities, Inc. which acquired 6,000 acres of land as the first Community Land Trust in the US. Sherrod went on to work for the Federation of Southern Cooperatives in 1985 to help black farmers keep their land. Sherrod earned a Master’s Degree in Community Development from Antioch University in 1989. She also holds an honorary Doctorate of Humane Letters from Sojourner-Douglass College in Baltimore Maryland.

Andrew V. “Andy” Sorrell studied environmental planning and public administration at Virginia and worked for rural Virginia local governments as a county planner managing governmental programs and solving problems. Andy has managed the Office of Farmland Preservation at the Virginia Department of Agriculture and Consumer Services since 2013. At VDACS he works to keep land in active agricultural use connecting local governments, farmers, and others to resources that preserve farm land. Andy manages the Virginia Farm Link and Virginia Century Farm programs. Passionate about rural Virginia, Andy has served on the Executive Board of the Virginia Rural Planning Caucus since 2008.

Cris Stainbrook, a Lakota, is President of the Indian Land Tenure Foundation (ILTF) which provides grants and services to Indian nations and individual Indian people focused on recovering land within reservation boundaries and off-reservation sacred sites to Indian ownership and management. He is chairman of the

Indian Land Capital Company, a for-profit, CDFI subsidiary of ILTF and also board chair of the Native Governance Center. Mr. Stainbrook has worked on Indian land issues and economic development for more than 30 years. He and his wife operate Heath Glen Farm and Kitchen in Forest Lake.

Dustin Stein is the General Manager of Stubborn Farm and Burk Beef in Mancos, CO. He cut his teeth growing diversified produce on leased land and founded Stubborn Farm. In 2012 he joined forces with Jack and Patricia Burk at Burk Ranch (dba Burk Beef). He has since focused his efforts on their cattle: producing high quality, grass fed and finished beef. Dustin is concerned with producing the best beef possible while simultaneously improving the quality of the soil and water he relies on. Agricultural land conservation, transition, and maintaining access to irrigable land are issues that Dustin will always fight for.

Karen Stettler, Farm Beginnings Program Organizer for MN’s Land Stewardship Project has focused on beginning farmer land access for the past seven years of her 20 year tenure with LSP. Prior, Karen facilitated Farm Beginnings Courses working directly with hundreds of beginning farmers. Karen works with a local committee of farmers and a retired banker to develop workshops, services and networks aimed at facilitating farm transitions and beginning farmer land access as well as addressing needed systemic changes. Karen recently returned to her family farm where the 4th, 5th, and 6th generations live and farm together.

Harrison Topp is the Membership Director for the Rocky Mountain Farmers Union and the operator of Topp Fruits in Paonia, CO. He works with a diverse spectrum of farmers and ranchers in Wyoming, Colorado, and New Mexico to build community driven chapters and organize around local, state, and federal issues that impact agriculture. He is a first generation farmer, who began farming after college on a sugar farm in North Carolina. A native of Colorado, he graduated from New York University in 2009 with a double major in Film and Television Production and Anthropology.

Jeff Tranel is an Agricultural and Business Management Economist with Colorado State University Extension and Department of Ag and Resource Economics. His professional interests focus primarily in financial management, risk management, income tax management, human resources, business succession, estate planning, and end-of-life issues. He currently sits on the National Farm Income Tax Task Force. Jeff was

Presenters & Moderators

raised on a large commercial and purebred beef cattle ranch in south central Wyoming and northwestern Colorado. He now lives in Pueblo, CO with his wife Vanessa – CSU Extension’s military liaison. They have two adult sons.

Julia Valliant is a researcher with The Ostrom Workshop of Indiana University. She is focused on learning from farmers about their ideas for incentives for them to raise food products, biomass, and biodiversity. Current study (presented here) learns from programs and policies in the Midwest and Plains that aim to assist with farm and ranch transfers to an aspiring farmer. Other key words: farmer-led health movements, historical ties between animal agriculture and public health, grazing management and surface water quality, and documentary radio production. Doctoral training in Public Health was with the Johns Hopkins University Center for a Livable Future.

Jennifer Tucker Visitacion is the Executive Director of Guidestone Colorado, a nonprofit dedicated to growing a vibrant agricultural future through education, community building and partnerships. Guidestone Colorado manages Colorado Land Link, a program that supports land access and farm succession through connecting farmers to resources and opportunities and deepening the networks of support. With a background in natural resources, business and leadership development, Jen provides strategic planning and business coaching support to farmers, farm businesses and food systems organizations. Jen lives in Salida, CO with her family on their family operated farm, Moonstone Farm & Retreat Center.

Bob Wagner has worked in farmland protection and farm advocacy since 1981. Through numerous positions with American Farmland Trust and earlier as a legislative assistant to then-Congressman James Jeffords of Vermont and a consultant to the Vermont Department of Agriculture, Bob has played an active role in the promotion and development of state and local farmland protection strategies and programs throughout the country. Since retiring from AFT in 2016, he has consulted on various farming and farmland projects for Land For Good, Equity Trust, Vermont Land Trust and AFT. Bob chairs the Agricultural Advisory Commission, Community Preservation Committee and Planning Board in Hatfield, MA.

Sarah Wentzel-Fisher, the executive director of the Quivira Coalition, has worked in food and agriculture planning for the past seven years with a focus on young

and beginning farmers and ranchers. In addition, she is the board president of the Rio Grande Agricultural Land Trust. She was the editor of Edible Santa Fe from 2011 to 2017 and from 2013 to 2015 she worked as an organizer for the National Young Farmers Coalition. In her free time she enjoys visiting farms and ranches, helping new agrarians find their career paths, experimenting in her kitchen, and keeping chickens in her backyard.

Pete Westover is Senior Partner in Conservation Works, LLC, a Massachusetts firm specializing in agricultural land protection, farm viability assistance, conservation and forestry land management, ecological studies, and open space planning. For many years he has also provided technical support for local Agricultural Commissions in Massachusetts for the MA Dept. of Agricultural Resources. He is an adjunct professor at Hampshire College in Amherst, MA, currently teaching a course in Indigenous Land Rights. He is also a Massachusetts Board member of the Conservation Law Foundation and a member of the Five College Native American and Indigenous Studies Certificate Program.

Jean Willoughby is an aspiring farmer on the lookout for the “gift of good land.” She currently lives on two rented acres and primarily grows culinary and medicinal herbs. She is author of Nature’s Remedies: An Illustrated Guide to Healing Herbs (Chronicle Books, 2016) and gained certification through the Herbal Academy of New England. Jean has worked for the Rural Advancement Foundation International for five years, overseeing the Agricultural Reinvestment Fund, a grant program for innovative and entrepreneurial small farmers, and she currently serves as the organization’s Communications Manager. Jean also serves on the Board of Directors of Agrarian Trust.

As the owner and operator of JSM Organics, **Javier Zamora** cultivates over 30 acres of strawberries and unique varieties of vegetables and flowers in Royal Oaks and Aromas, CA. He earned his landscaping degree from San Joaquin Delta College and his organic production degree from Cabrillo College. Javier trained at the Agriculture & Land-Based Training Association (ALBA) in Salinas. Javier helps other farmers and educates the community about sustainable farming practices. He hosts workshops designed to train agricultural professionals and aspiring and beginning farmers about sustainable agriculture and conservation practices.

Restaurants

Wednesday 6:00P | Dinner on the town

These farm-to-table and sustainable dining establishments are among many dining opportunities in Denver. Ask the hotel or look online for additional recommendations.

Beatrice & Woodsley

38 S Broadway, Denver
Woodsy, playful setting for New American small plates & innovative cocktails.

Duo

2413 W 32nd Ave, Denver
Creative local farm-to-fork New American cuisine in a warm, rustic, continually packed space.

Fruition Restaurant

1313 E 6th Ave, Denver
Tiny destination drawing foodies for chef Alex Seidel's refined farm-to-table New American cuisine.

Mercantile Dining & Provisions

1701 Wynkoop St #155, Denver
High-performance space includes a New American eatery, wine library, artisanal market & barista bar.

Old Major

3316 Tejon St, Denver
Rustic-chic restaurant specializing in elevated dishes from sustainable sources & top-shelf drinks.

The Kitchen

1530 16th St., Denver
(entrance on Wazee Street)
Garden-to-table American meals & a popular happy hour in an eco-friendly urban space.

Panzano

909 17th St, Denver
Posh yet still casual eatery in the Hotel Monaco focusing on sustainable Northern Italian cuisine.

Potager

1109 N Ogden St, Denver
Rustic dining room whose organic New American menu changes monthly to reflect what's market-fresh.

Root Down

1600 W 33rd Ave, Denver
A converted filling station is an artful, high-energy venue for creative American small plates.

Sazza

2500 E Orchard Rd, Greenwood Village
Bright counter-serve with thin-crust pizzas & salads that make use of local & organic ingredients.

The Squeaky Bean

1500 Wynkoop St #101, Denver
Eclectic, farm-driven menu in a brick space with an open kitchen, floor-to-ceiling windows & a bar.

Local Transportation

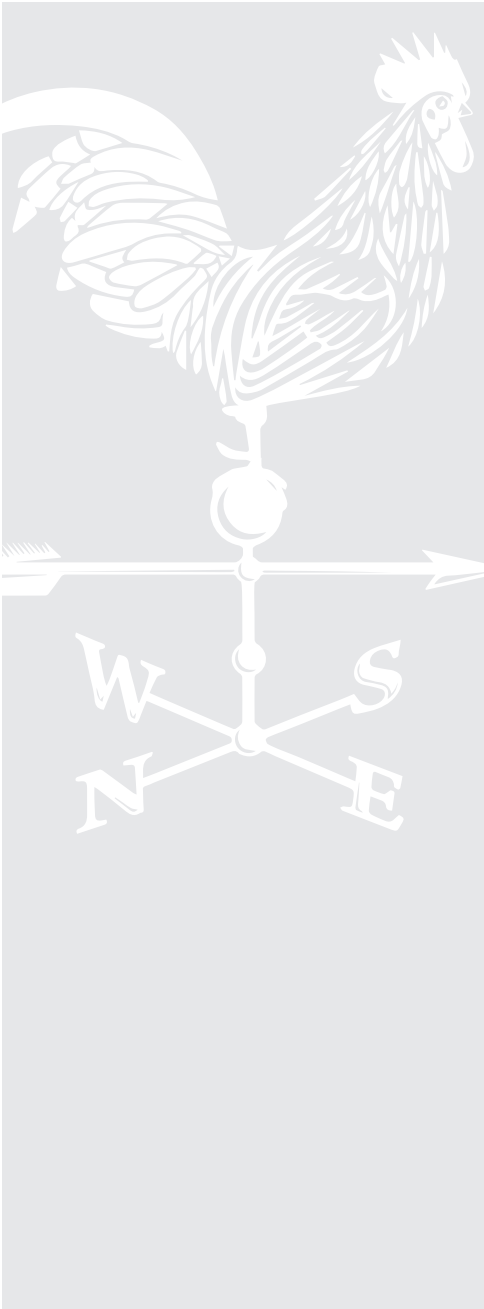
BY RAIL

The A Line runs from Central Park Station to downtown Denver every 15 minutes (less frequently during off hours). The ride is 14 minutes and costs \$2.60.

Please see the hotel front desk or Guest Services for details or visit: www3.rtd-denver.com/a-line.shtml

BY CAR

Parking at the hotel is complimentary. Parking downtown can be a hassle. Consider the train if you're heading into the city for dinner on Wednesday.



Soybeans look like prayers
bouncing off the ceiling

When the prices on the Chicago
grain market start to drop,

Or like your old man's tears
when you tell him

How much the land might bring
for subdivisions.

Thomas Alan Orr
SOYBEANS

After-dinner entertainment guaranteed to inspire you.

Movie Night

Tuesday 8:45P | Keystone 1

Homeplace Under Fire (30 min)

The Farm Crisis of the 1980s drove hundreds of thousands of family farmers into foreclosure. Yet, out of that crisis arose a legion of farm advocates who refused to stand idly by and watch their way of life be destroyed. As fellow farmers, farm wives, and rural leaders, they studied laws and regulations, started hotlines, answered farmers' calls from their kitchen tables, counseled their neighbors, and went toe-to-toe with lenders – giving their all to keep their neighbors on the land. Thousands of farmers are alive and on their land today because of them. This documentary by Farm Aid celebrates these advocates and their remarkable work.

Arc of Justice (20 min)

This award-winning documentary traces the remarkable journey of New Communities, Inc. (NCI) in southwest Georgia, a story of racial justice, community organizing, and perseverance. NCI was created in 1969 by Civil Rights leaders including Congressman John Lewis, and Charles and Shirley Sherrod (a conference presenter), to help secure economic independence for African American families. For 15 years, NCI cooperatively farmed nearly 6,000 acres, the largest tract of land in the US owned by African Americans at the time. In the face of racist attacks and discrimination, NCI lost the land to foreclosure in 1985. But 25 years later it was given new life.

Barber Farm Project (30 min)

The Barber Farm Project is a movie about what happened when a local film maker tried to save her grandmother's farm from development. The Barber Farm Project follows four generations of a Vermont farm family over more than a decade as they struggle to find a way to keep their land from being developed. The film addresses the intergenerational transfer of farms along with the challenges of being a small farmer, and the importance of building local food systems.

 To view other related videos after the conference, visit: landforgood.org/our-work/changing-lands-changing-hands

Readers Theater

Tuesday 8:45P | Keystone 2

Look Who's Knockin'

This unique one-act play by the Land Stewardship Project will be performed as a readers theatre. Written by LSP's, Doug Nopar, Look Who's Knockin' is based on the stories of farm families facing transition to the next generation. The play explores the dilemma faced by Nettie and Gerald, long-time conservation farmers. Should they sell their farm for top dollar to the largest cash grain farmer in the county? Or should they help a young farm couple enter dairying? After the performance we'll discuss how this play can be performed in your community to open up conversation around the challenging topic of farm transitions.



It is said that in the United
States we have free trade in
land. It can be bought and sold
at will. But there are certain
weaknesses in the system even
today.

Liberty Hyde Bailey

CYCLOPEDIA OF AMERICAN
AGRICULTURE, VOLUME IV,
CHAPTER V LAND AND LABOR, 1909

The decline in the percentage
of landowning farmers is due
largely to the fact that a longer
period is required to save the
money with which to buy a
farm. Hence, each succeeding
generation of farmers must
remain longer in the tenant
class.

Liberty Hyde Bailey

CYCLOPEDIA OF AMERICAN
AGRICULTURE, VOLUME IV,
CHAPTER V LAND AND LABOR, 1909

About Land For Good

Land For Good (LFG) is a small organization with a big mission—to put more farmers more securely on more land in New England and beyond.

Since 2004, LFG has specialized in farm access, tenure and transfer. From farmers’ kitchen tables to the national arena, LFG helps farmers get onto, hold and transfer farms, and works to improve the conditions for secure and equitable farmland tenure.

We believe that farmland must be available, affordable, appropriate and secure within a variety of tenure arrangements. Taking a systems view, we address multiple aspects of the issue and work with all who have a stake in the future of farming. We promote diversity, innovation and land stewardship in all our work.

Direct Service We work directly with farm seekers, landowners and transitioning farm families. Our six field agents help seekers explore their land tenure options and landowners make land available for farming. Our unique coaching method and team approach support farm families through their succession planning. In 2016, our team handled over 360 new cases of direct advising assistance to farmers. landowners and community members.

Education & Training Often in partnership with other organizations, LFG regularly delivers over 40 workshops and presentations that reach thousands each year. Our educational materials such as our online Build-a-Lease tool, Acquiring Your Farm tutorial and guides for farmers without successors, non-farming landowners and the junior generation enable users to take informed action. We consult with and train organizations and professional networks in our six-state

region and across the country to build awareness of, and effective services, for land access, secure tenure and transfer. For example, we arranged for continuing education credits for attorneys and for real estate professionals who attend our trainings.

Advocacy LFG’s advocacy work to improve local, state and federal policies is informed by our work on the ground and strengthened by regional and national collaborations. We work with state lawmakers and agency officials, and testify before Congress. Currently, we are collaborating on a scoping paper on land access and succession for the next Farm Bill.

Innovation We believe that the complex challenges of farmland access, tenure and transfer can only be successfully addressed with creative new ideas and partners. We collaborate with planning agencies, religious institutions, lenders, municipalities, and conservation groups, for example, to open up new possibilities for land access. Two Land Access Projects, funded by the USDA Beginning Farmer and Rancher Development Program (2010-13, 2015-18) have engaged over 50 collaborators. Our research into farmland investment companies, farmers without successors, and farm link programs, for example, has generated rich dialogue.

Our 12-member team—most currently farm or have farmed—brings a wealth of expertise and experience. We are a learning organization that builds our skills and programs through our own professional development, collaboration, and exposure to others’ good work. Our annual budget of under \$500,000 is supported by foundation and government grants, contracts, donations and fees.

About the USDA

On May 15, 1862, President Abraham Lincoln signed legislation to establish the United States Department of Agriculture. Two and a half years later in his final message to Congress, Lincoln called USDA “The People’s Department.” Through our work on food, agriculture, economic development, science, natural resource conservation and other issues, USDA has impacted the lives of generations of Americans. USDA provides leadership on food, agriculture, natural resources, rural development, nutrition, and related issues based on public policy, the best available science, and effective management.

USDA’s vision is to provide economic opportunity through innovation, helping rural America to thrive; to promote agriculture production that better nourishes Americans while also helping feed others throughout the world; and to preserve our Nation’s natural resources through conservation, restored forests, improved watersheds, and healthy private working lands. USDA is made up of 29 agencies and offices with nearly 100,000 employees who serve the American people at more than 4,500 locations across the country and abroad.

Committees & Acknowledgements

Conference Planning Committee

- ▶ Adrian Card, Colorado State University Extension
- ▶ Julia Freedgood, American Farmland Trust
- ▶ Savi Horne, Land Loss Prevention Project
- ▶ Reggie Knox & Staff, California Farm Link
- ▶ Gary Matteson, Farm Credit
- ▶ Dana Richey, USDA Farm Service Agency
- ▶ Holly Rippon-Butler, National Young Farmers Coalition
- ▶ Hilde Steffey, Farm Aid
- ▶ Karen Stettler, Land Stewardship Project
- ▶ Severine von Tscharner Fleming, Agrarian Trust
- ▶ Kathryn Ruhf, Land Access Project Director and Conference Organizer, Land For Good

Colorado Host Committee

- ▶ Colorado Department of Agriculture
- ▶ Colorado State University
- ▶ Guidestone Colorado
- ▶ Rocky Mountain Farmers Union
- ▶ USDA Farm Service Agency, Colorado
- ▶ USDA Natural Resources Conservation, Colorado

Special thanks to the following individuals and groups:

- ▶ Adrian Card, Bill Stevenson and all the local and regional producers and distributors whose food items grace our tables
- ▶ Rocky Mountain Farmers Union for printing the conference program
- ▶ Colorado State University and Martha Sullins for lending AV equipment
- ▶ Video Squad: Holly, Liya, Kerry, Kate, Tess, and Neil
- ▶ All our session scribes
- ▶ Laura Nelson, Chef Matt and the DoubleTree Stapleton North staff
- ▶ Broken Banjo Photography | brokenbanjo.net
- ▶ Seth Gregory Design | sethgregorydesign.com

Rememberance

Kathy Ozer was the executive director of the National Family Farm Coalition for 24 years. Despite battling the cancer which took her life at 58, Kathy served on the Conference Planning Committee until her death this past January. Kathy was an early champion of sustainable agriculture and a tireless advocate of family farmers. She fought for policies to keep farmers on their land. US Representative Marcy Kaptur (D-Ohio) said, “Kathy remains in the top tier of Americans who have made a difference.” Kathy is deeply missed.



Thanks to these generous sponsors for supporting our national conference.

Sponsorships were used for presenter and attendee registration scholarships, travel, and lodging assistance. Sponsor contributions also underwrote registration fees for everyone, and helped with AV and other direct expenses.

Without this support the conference would not have been possible.



United States Department of Agriculture
National Institute of Food and Agriculture

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