

Make your land available for farming



Do you have land that could be used for farming? Making your land available to a farmer can be a win-win strategy.

Enjoy benefits such as:

- Land management that meets your stewardship goals
- A regular stream of revenue
- Increased local food production
- Providing an opportunity to a new farmer or farm family
- Keeping your working landscape open and in production

You can be a satisfied landowner

Successful leases have been established with all kinds of landowners: individual owners of parcels of all sizes, colleges, private secondary schools, conservation land trusts, towns and cities, farm inheritors, religious institutions, corporations, large-property and second-home owners, utility companies, and other owners who do not farm their land. You can develop win-win agreements with a farming tenant.

Farmers are looking for land

With high land prices throughout much of New England, most farmers—especially those starting out—can't afford to buy a farm. For those farmers, leasing from a private or institutional landowner is a desirable, and often the only, solution. Parcels of all sizes might be suitable for farming. If you have a farm or farmland to lease, new and established farmers want to find you! Farm uses of your land can range from hay to vegetables to livestock to a diversified mix of crops and animals.

Agreements can meet your needs

Leases are flexible documents that can be tailored to meet your needs as well as the interests of the farmer. They address issues such as liability, length of term, and infrastructure concerns. There are several kinds of arrangements,

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from short- to longer-term, and various ways to negotiate the fees. A lease can be short and simple, or more elaborate and detailed. Sometimes buildings and residences can be part of the agreement. Most important, a good lease agreement is the foundation of a mutually rewarding relationship between the landowner and the land user.

Things to think about

Whether you are an individual or represent a private organization or a public entity, there are land-use, legal and financial considerations—all of which can be addressed in the lease. Leases typically address taxes, liability and insurance, property maintenance, and repairs. Organizations and institutions have additional considerations such as mission fit and management capacity. A good farming tenant can be a great partner in achieving stewardship goals—from building the soil to maintaining fences to improving wildlife habitat and managing trails.

Finding help

Educational programs, property listing and linking services, sample leases technical assistance, publications and online resources are available. Several guides for private and organizational farmland owners explain your options. They guide you through the process, from assessing your land for agricultural use to recruiting a farmer and negotiating an agreement tailored to suit your needs.

For more information

Look for workshops for non-farming landowners in your town or region. A new handbook for private landowners and one for municipal and institutional landowners is available online at www.landforgood.org. LAP partners will help you connect with organizations and consultants that can assist you throughout the process. To find out more, visit www.landforgood.org/LAP or email info@landforgood.org.

The Land Access Project is directed by Land For Good in partnership with over two-dozen organizations in New England. It is supported by the USDA National Institute of Food and Agriculture, Beginning Farmer and Rancher Development Program, Grant # 2010-03067.

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United States
Department of
Agriculture

National Institute
of Food and
Agriculture

Telephone: 603-357-1600



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