

**Holly Rippon-Butler**

*Land Access Campaign Manager*  
**National Young Farmers Coalition**

**holly@youngfarmers.org**

**Saving Special Places**

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## **FARMLAND CONSERVATION 2.0**

**HOW LAND TRUSTS CAN PROTECT AMERICA'S WORKING FARMS**



# NATIONAL YOUNG FARMERS COALITION



**For young farmers, by young farmers!**

# Policy Wins

- **Agricultural Conservation Easement Program (ACEP)**
  - “The purposes of the program are to...protect the *agricultural use and future viability*, and related conservation values, of eligible land by limiting nonagricultural uses of that land”
- **Full funding for the Beginning Farmer & Rancher Development Program (BFRDP)**
- **Permanent FSA Microloan Program**
- **Farm Storage and Facilities Loan Program**

**Farmers need land  
that is: available,  
affordable, &  
appropriate**





# Beginning Farmers

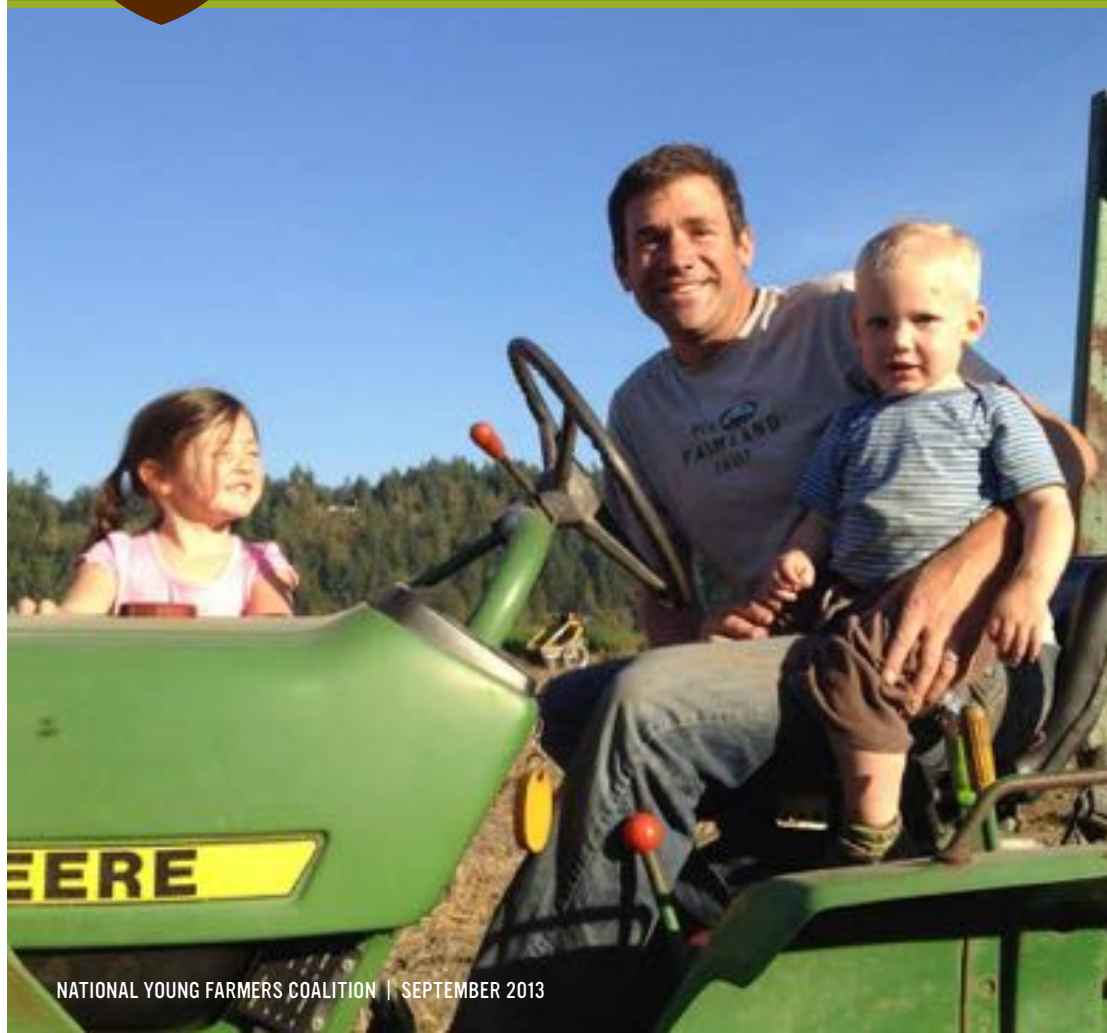
- **Potential**
  - **Passionate**
  - **Trained**
  - **Informed**
- **Challenges**
  - **Access to capital**
  - **Access to land**
  - **Relief from debt**
- **Needs**
  - **Secure land**
  - **Equity**
  - **Technical support**
  - **Policy advocacy**

# **How Land Trusts Can Protect Farm Viability & Affordability**



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# Easement Tools

- **Working Farm Easements: Option to Purchase at Agricultural Value**
- **Buy-Protect-Sell: enables quick sale by landowner, with protracted purchase time for farmer**
- **Affirmative Language: land must be in active farming**
- **Resale Price Restrictions: limiting sale price while including infrastructure improvements**
- **Whole Farm Conservation: including houses**
- **Home size restrictions: limiting estate-property desirability**



# How Land Trusts Can Help Make Farmland Affordable

Price for land trust      Price for buyer

RESTRICTIONS	A	B	C	D
	No easement or restrictions	Conservation easement	Conservation easement with affirmative language	Conservation easement with Option to Purchase at Agricultural Value
PRICE OF FARMLAND	\$500,000			
	\$400,000	Conservation easement, restricting development rights, paid for by land trust or donated (\$265,000)	Conservation easement, restricting development rights and requiring agricultural production, paid for by land trust or donated (\$300,000)	Conservation easement, restricting development rights and requiring that landowners sell farm to a farmer, paid for by land trust or donated (\$330,000)
	\$300,000			
	\$200,000			
	\$100,000			
	Land can be farmed, developed, used as an estate or for commercial purposes			
		Land must be kept open and cannot be subdivided. Land can be owned by non-farmers and does not need to stay in production	Land must be farmed, but can be owned by non-farmers. In this scenario, land may not meet its potential as a farm business	Land must be farmed and sold to a farmer who will earn her living on the land
Price of Easement	\$0	\$265,000	\$300,000	\$330,000
Price of Land	\$500,000	\$235,000	\$200,000	\$170,000
Affordability Gap	\$330,000	\$65,000	\$30,000	\$0

# Non-Easement Land Protection

- Short-term agreements

- Leelanau Land Conservancy, *FarmAbility Program*

- Engaging realtors

- Columbia Land Conservancy, *Conserve a Local Farm Program*



# Providing Land

- **Incubator Farms**
  - Southside Community Land Trust, *Rhode Island*
- **Ground Leases**
  - Mount Grace, *Massachusetts*
- **Lease-to-Own**
  - Open Space Institute, *New York*



# Linking Sellers & Buyers

- **Listing, Linking and Matching**
- **Individual Land Trusts**
- **Linked Land Trusts Partnership**
- **Land transfer facilitation**





# Partnerships & Finance

- Partnerships with other for profit and non-profit groups to protect land
  - Grow Food Northampton project, *Massachusetts*
- Financial assistance & partnerships
  - Vermont Land Trust, *bridge loans*



# Building the Market Base

- **Supporting the local food economy**
  - **Creating a local brand**
  - **Facilitating farmer–consumer connections**
  - **Foodshed–based protection**
- **Educational programs**
  - **On–farm events**
  - **Consumer education**



# Guide for Farmers

[www.youngfarmers.org/  
farmerlandtrustguide](http://www.youngfarmers.org/farmerlandtrustguide)

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## *Resources*

[www.youngfarmers.org/landaccess](http://www.youngfarmers.org/landaccess)

## *Contact*

[holly@youngfarmers.org](mailto:holly@youngfarmers.org)

