



United States
Department of
Agriculture

National Institute
of Food and
Agriculture



Land Access Series: Find, Lease, and Purchase Land in Pennsylvania

FARMLAND FOR THE NEXT GENERATION

**BEGINNING FARMER AND RANCHER
DEVELOPMENT PROGRAM**

AWARD: 2020-49400-32715



PennState Extension

A blue-tinted image of the Statue of Liberty's head and crown, holding a torch. The text "AND JUSTICE FOR ALL" is overlaid in white, bold, serif font.

AND JUSTICE FOR ALL

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Photo: <https://www.fns.usda.gov/cr/and-justice-all-posters-guidance-and-translations>

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Photo source: USDA.gov




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Acknowledgments

- Farmland for the Next Generation was created by American Farmland Trust, supported by a four-year Educational Enhancement grant from the USDA Beginning Farmer and Rancher Development Program. Award# 2015-70017-23901

-  United States Department of Agriculture National Institute of Food and Agriculture **Award# 2020-49400-32715**

- Thanks also for support from the Farm Credit Contributions program, an Educational Enhancement Team of national experts in farmland access, and the members of American Farmland Trust.



Extension Speakers/Introductions



Linda Falcone

Extension Educator, Penn State Extension

- Community Development
- Leadership
- Entrepreneurship
- Workforce Development
- Grant Writing



Maria Graziani

Extension Educator, Penn State Extension

- Farm Business Management
- Farm Financial Management
- E-Commerce and Social Media for Farmers and Food Entrepreneurs
- Business and Marketing Plan Development
- Local Food Systems
- Food Aggregation and Innovation Hubs



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Extension Speakers/Introductions



Megan Chawner

Extension Educator, Penn State Extension

- Soil Health
- Cover Crops
- Vegetable Production
- Greenhouse Production
- FSMA and GAPs



Christi Powell

Extension Associate, Penn State Extension

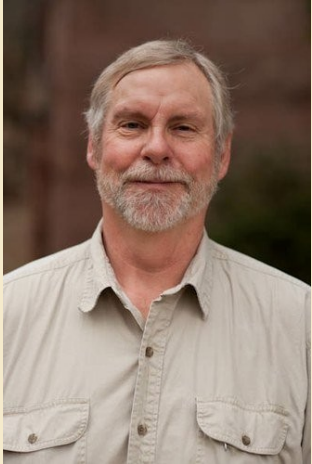
- Ag Literacy & General Ag/Consumer Education
- Ag Marketing and Display Building
- Agritourism/Farm Tours
- Farm Business Succession/Transition and Exit Strategy
- New & Beginning Farming



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Extension Speakers/Introductions



Lynn Kime

Extension Associate, Penn State Extension

- Agricultural Economics, Sociology, and Education
- New & Beginning Farming



Jay Eury

Extension Educator, Penn State Extension

- Farm Markets
- Craft Beverage
- Agritourism
- Food Security
- Anchor Institution Food System Development



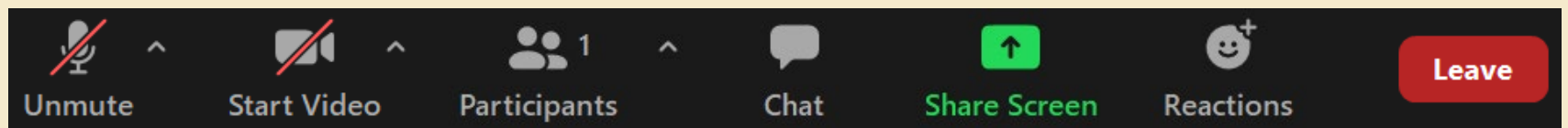
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Zoom Housekeeping



- Meeting Sessions are being recorded
- Please Mute your Microphone!!!
- Chat can be seen by the panelists and attendees, or just panelists



- Technical issues email DJM428@psu.edu



Legal Disclaimer

This seminar is intended solely to provide information to the public. It is not intended as legal advice. We recommend speaking with legal and real estate professionals about your personal situation. The views and opinions expressed by panelists as part of this Internet seminar do not necessarily state or reflect those of Penn State Extension or American Farmland Trust.



POLL 1

YES NO



What is Penn State Extension?

Land grant university system

Provide **science-based education** to individuals, communities, and industries.

- 4-H Youth Development
- Agronomy & Natural Resources
- Animal Systems
- Energy, Business, & Community Development
- Food, Families, & Health
- Food Safety & Quality
- Horticulture
- Master Gardeners
- Master Watershed Stewards



Photo Source: Penn State Extension



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POLL 2

YES NO



Monday

1

- March
• 29th
- **Intro &
Access**

Tuesday

2

- March
• 30th
- **Finding
Land**

Wednesday

3

- March
• 31st
- **Leasing
Land**

Thursday

4

- April
• 1
- **Purchasing
Land**

Thursday

5

- April
• 8
- **Lawyer &
Panel**

Meeting Schedule

6:00 to 8:00 PM



POLL 3

YES NO



Gather Questions Now!!!

April 8 - Thursday Agenda

1. Attorney Brook Duer, Penn State Ag Law Center
2. Breakout Sessions for Panel Discussion
 - Eastern PA
 - Central PA
 - Western PA

Send Panel Questions for April 8!

Submit questions via Chat now or during the week.

Please indicate if the question is for the Panel Session.



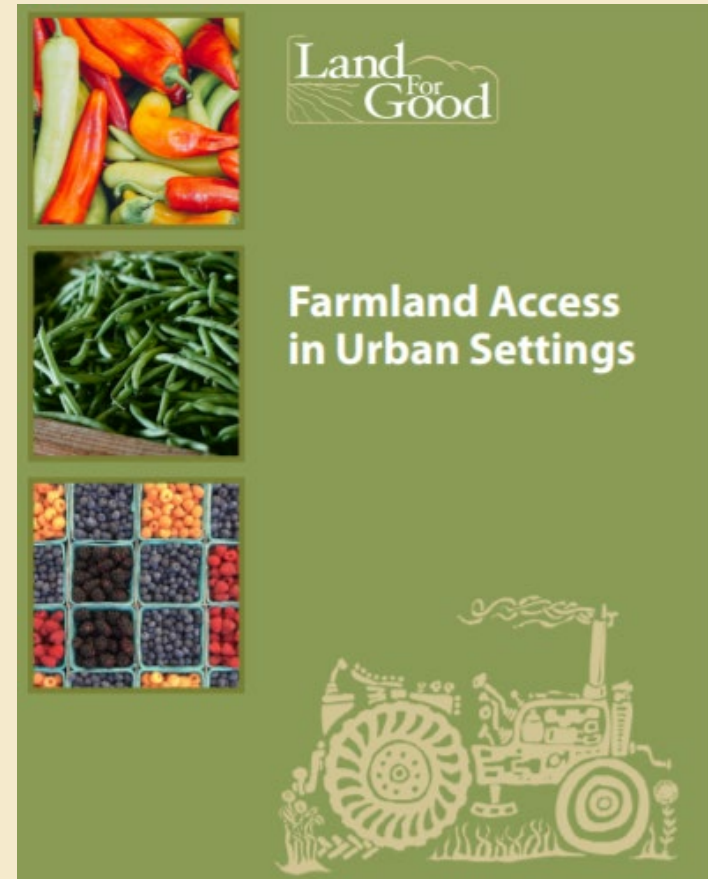
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Farmland Access in Urban Settings

Urban Farmland

These resources are targeted at finding land but do not focus on vertical or rooftop farming. We recommend this resource as an extended guide to urban farming.



Source: LandforGood.org



POLL 4

YES NO



Starting a Farm Website

The screenshot shows a web browser window with the URL `extension.psu.edu/business-and-operations/starting-a-farm`. The page header includes the Penn State Extension logo, a navigation menu, a search bar, and links for 'ACCOUNT' and 'CART'. Below the header are two promotional banners: one for 'LEARN HOW TO SLOW THE SPREAD OF THE INVASIVE SPOTTED LANTERNFLY' and another for 'CORONAVIRUS: INFORMATION AND RESOURCES FOR THE EXTENSION COMMUNITY'. The main content area features a breadcrumb trail: 'HOME | BUSINESS AND OPERATIONS | STARTING A FARM'. The primary heading is 'Starting a Farm'. On the left, a vertical list of links includes 'Exploring Farming', 'Starting a Business', 'Introduction to Agronomy', 'Introduction to Horticulture', and 'Introduction to Livestock', followed by a 'SEE ALL STARTING A FARM' link. A 'LET'S STAY CONNECTED' section contains a form with fields for 'Email address' and 'Postal code', and a 'START NOW' button. A disclaimer states: 'By entering your email, you consent to receive communications from Penn State Extension. View our [privacy policy](#).' The main content area features a large image of green and yellow farm machinery. To the right of the image is the article title 'Managing Machinery and Equipment' and a sub-headline: 'Efficient machinery management means having the right size and type of equipment available to do the job at the right time for...'. Below this is an 'ARTICLES' section with a 'FIND OUT MORE' button. At the bottom, a section titled 'View Starting a Farm Education by Type:' displays seven circular icons representing different educational formats: a document, a megaphone, a document with a checkmark, a document with a magnifying glass, a document with a play button, a document with a person icon, and a group of people icon.



Bi-monthly Newsletter



PennState Extension

New and Beginning Farmer News

Spring Lamb Production

Compared to most other livestock enterprises, spring lamb production has lower investment costs and labor requirements, and quicker returns on investment. [KEEP READING >](#)

Social e-Commerce for Ag and Food Businesses

Social media platforms are offering a bridge between marketing and sales through social commerce. This article explores how social commerce may benefit ag and food business, social commerce platforms, and tips for getting started. [Learn More >](#)



Subscription Boxes for Ag Businesses



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Agricultu

EDUCATION FC

ONLINE:

- Articles (91)
- Videos (1)

LANGUAGE

- English (71)
- Spanish (21)

INDUSTRY

- Farming (56)
- Greenhouse/Nu

Sample Sunflower Budget

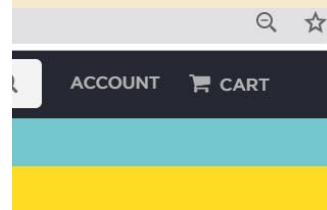
Summary of estimated costs per 1,000 sq.ft. production of sunflowers.

Item	Your		Unit	Price	Your		Calculated
	Quantity	Quantity			Price	Total	
Sunflowers	1,000	<input type="text"/>	bunches	\$ 4.00	<input type="text"/>	\$ 4,000.00	\$ 0.00
Variable Costs							
Lime	660	<input type="text"/>	lb.	\$ 0.01	<input type="text"/>	\$ 6.60	\$ 0.00
Fertilizer							
Nitrogen	150	<input type="text"/>	lb.	\$ 0.85	<input type="text"/>	\$ 127.50	\$ 0.00
Phosphorus	80	<input type="text"/>	lb.	\$ 0.62	<input type="text"/>	\$ 49.60	\$ 0.00
Potassium	180	<input type="text"/>	lb.	\$ 0.55	<input type="text"/>	\$ 88.00	\$ 0.00
Pesticides	1	<input type="text"/>	1,000 sq.ft.	\$ 28.87	<input type="text"/>	\$ 28.87	\$ 0.00
Soil test	1	<input type="text"/>	kit	\$ 10.00	<input type="text"/>	\$ 10.00	\$ 0.00
Black Plastic mulch	250	<input type="text"/>	ft.	\$ 0.03	<input type="text"/>	\$ 7.50	\$ 0.00
Dripline	500	<input type="text"/>	ft.	\$ 0.02	<input type="text"/>	\$ 10.00	\$ 0.00
Drip irrigation operation	12	<input type="text"/>	in.	\$ 16.00	<input type="text"/>	\$ 192.00	\$ 0.00
Transplants	4000	<input type="text"/>	plugs	\$ 0.15	<input type="text"/>	\$ 600.00	\$ 0.00
Transplanting labor	22.2	<input type="text"/>	hr.	\$ 12.00	<input type="text"/>	\$ 266.40	\$ 0.00
Hand weed control	1	<input type="text"/>	hr.	\$ 12.00	<input type="text"/>	\$ 12.00	\$ 0.00
Trellis labor (staking & training)	1	<input type="text"/>	hr.	\$ 12.00	<input type="text"/>	\$ 12.00	\$ 0.00
Stakes	100	<input type="text"/>	stakes	\$ 0.53	<input type="text"/>	\$ 53.00	\$ 0.00
Flower netting	1,000	<input type="text"/>	sq.ft.	\$ 0.01	<input type="text"/>	\$ 10.00	\$ 0.00
Machinery repair and maintenance	1	<input type="text"/>	ea.	\$ 26.18	<input type="text"/>	\$ 26.18	\$ 0.00
Machinery operator labor	5.7	<input type="text"/>	hr.	\$ 15.00	<input type="text"/>	\$ 85.50	\$ 0.00
Fuel	10	<input type="text"/>	gal.	\$ 3.75	<input type="text"/>	\$ 37.50	\$ 0.00
Harvest labor	55	<input type="text"/>	hr.	\$ 12.00	<input type="text"/>	\$ 660.00	\$ 0.00
Harvest containers	100	<input type="text"/>	ea.	\$ 2.00	<input type="text"/>	\$ 200.00	\$ 0.00
Marketing							
Grading/packaging labor	40	<input type="text"/>	hr.	\$ 12.00	<input type="text"/>	\$ 480.00	\$ 0.00
Flower sleeves	350	<input type="text"/>	bunch	\$ 0.11	<input type="text"/>	\$ 38.50	\$ 0.00
Flower bands	350	<input type="text"/>	bunch	\$ 0.06	<input type="text"/>	\$ 21.00	\$ 0.00
Plastic clean up labor	5	<input type="text"/>	hr.	\$ 12.00	<input type="text"/>	\$ 60.00	\$ 0.00
Additional inputs	1	<input type="text"/>	1,000 sq.ft.		<input type="text"/>		\$ 0.00
Additional inputs	1	<input type="text"/>	1,000 sq.ft.		<input type="text"/>		\$ 0.00
Interest on operating capital					<input type="text"/>	\$ 20.02	\$ 0.00
Total variable costs						\$ 3,101.97	\$ 0.00
Fixed Costs							
Machinery and equipment	1	<input type="text"/>	1,000 sq.ft.	\$ 15.52	<input type="text"/>	\$ 15.52	\$ 0.00
Land	1	<input type="text"/>	1,000 sq.ft.	\$ 25.00	<input type="text"/>	\$ 25.00	\$ 0.00
Irrigation system	1	<input type="text"/>	1,000 sq.ft.	\$ 63.65	<input type="text"/>	\$ 63.65	\$ 0.00
Additional inputs	1	<input type="text"/>	1,000 sq.ft.		<input type="text"/>		\$ 0.00
Total fixed costs						\$ 104.17	\$ 0.00
Total costs						\$ 3,206.14	\$ 0.00
Returns							
Net returns over variable costs						\$ 898.03	\$ 0.00
Net returns						\$ 793.86	\$ 0.00

You should monitor local markets and contact suppliers to determine current prices for all items contained in this sample budget.

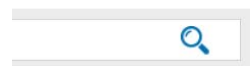
Clear Form

Print Form



enterprise before you commit

Sort by date posted



d Non-Organic)

er, Ph.D., Gregory P M...

ast animal farming

it may yield several years



Anonymous Pre-Evaluation

- Tell us more about yourself – 2 minutes



https://pennstate.qualtrics.com/jfe/form/SV_1BsRAv4BVFkoNh4

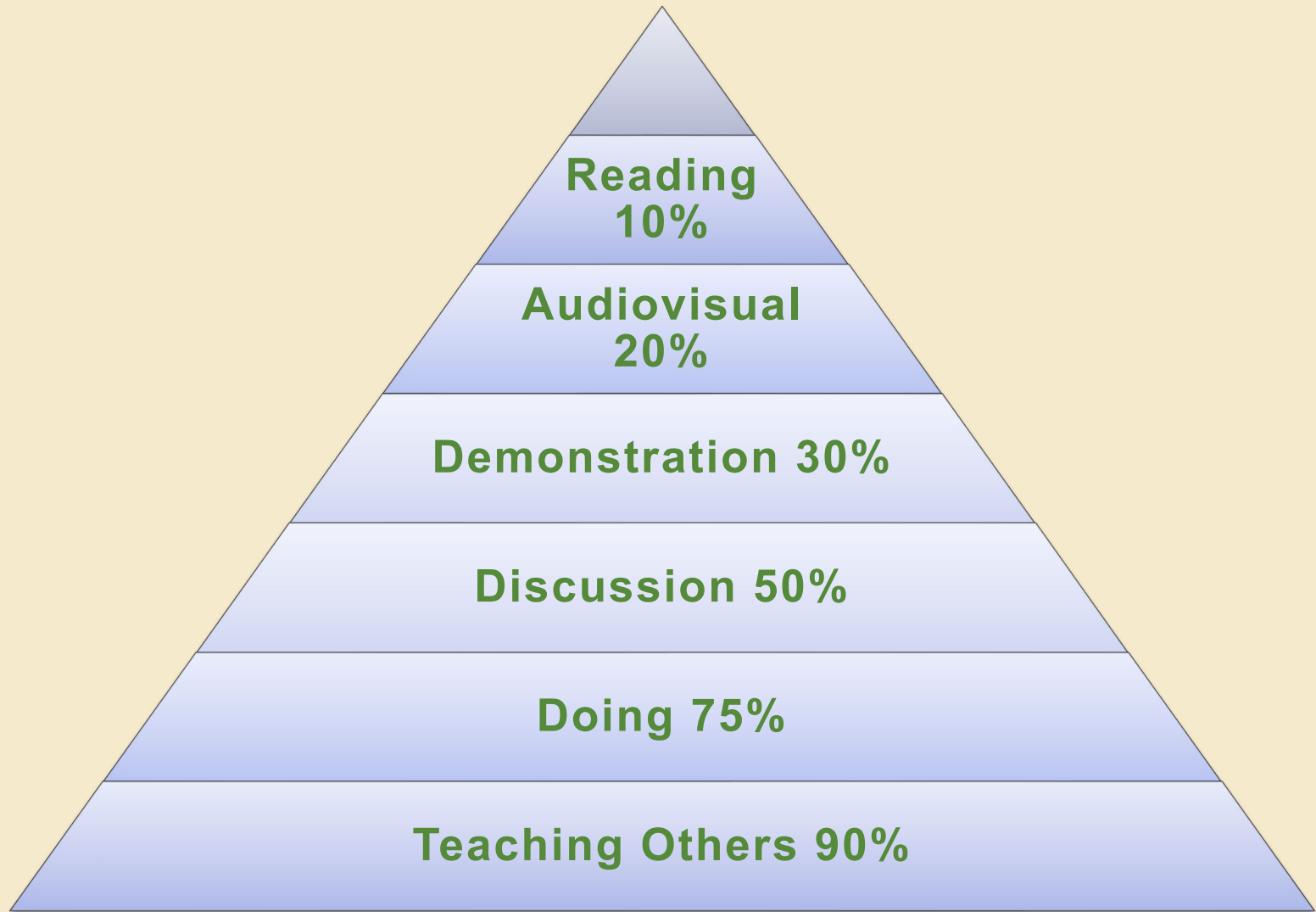


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Average Retention



Source: National Training Laboratories, Bethel, Maine

Finding Documents

- OneDrive folder link: https://pennstateoffice365-my.sharepoint.com/personal/djm428_psu_edu/_layouts/15/onedrive.aspx?csf=1&web=1&e=498bwK&cid=232ccd7a-d1d2-4116-9f65-c5fdb0989f05&id=%2fpersonal%2fdjm428_psu_edu%2fDocuments%2fland+access+series&FolderCTID=0x012000BD2AF463C72B0D43A94BE762E93B6572
- Or
- <https://tinyurl.com/LandAccess>



Document Folder

Search in Drive



Shared with me > Land Access March 2021

Name	Owner	Last modifi...	↑	File size
Finding Land	Christi Powell	Mar 24, 2021 Christi ...		—
Name	Owner	4, 2021 Christi ...		—
01--_LP3_Land Requirements Worksheet_06.10.19 (1).docx	Christi Powell	4, 2021 Christi ...		—
02--_LP1_Personal and Business Goals Worksheet_12.05.19....	Christi Powell	2, 2021 Christi ...		40 KB
03-- LP2_Financial Self Assess Worksheet_01.28.19.docx	Christi Powell			
04--_LP4_FindingLandActionPlan_03.16.18.docx	Christi Powell			
05--_LP4_Land Location Comparison Worksheet_03.16.18.do...	Christi Powell			
06--_LP4_Landowner Comparison Chart_03.16.18.docx	Christi Powell			



San Farmland Trust

For Tomorrow: Land Requirements Worksheet

LP3 Land Requirements Worksheet

Directions

Review your LP1 Personal and Business Goals Worksheet, and your LP2 Financial Self-Assessment Worksheet. Use this worksheet to develop a list of basic land requirements you can use as you consider your land access and tenure options.

What are your long-term business and land tenure goals? (check all that apply)

- Generate primary source of income from my farm/ranch operation
- Generate secondary or supplemental income from my farm/ranch operation
- Build equity/wealth over time
- Have secure land tenure
- Own my own land
- Rural lifestyle/quality of life (i.e., raise a family on the land)
- Other, please describe

Business Factors

1. Based on your current operation, how you plan to expand or the one you plan to start, describe the basic types of land you are looking for:

- Crop Land
- Pasture Land
- Range Land
- Woodland

2. How many acres do you need to get started? _____

3. Do you need secure water rights?

- Yes
- No



Our Extension Social Media Pages

Business & Community Vitality Team:

- <https://www.facebook.com/PSUfarmandfood/>
- <https://www.facebook.com/FarmBusiness>
- <https://www.instagram.com/psufarmbusiness/>

New & Beginning Farmer Team:

- <https://www.facebook.com/Penn-State-Extension-New-and-Beginning-Farmers-104282037969287>



THANK YOU! Questions?

New and Beginning Farmer Team

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**Special thanks to
Maria Graziani**



PennState Extension





Saving the Land that Sustains Us



PennState Extension



American Farmland Trust

www.farmland.org