



United States
Department of
Agriculture

National Institute
of Food and
Agriculture



Farmland for the Next Generation:

Training Trainers to Help Beginners Secure Land and Succeed in Agriculture



BEGINNING
FARMER AND RANCHER
DEVELOPMENT
PROGRAM AWARD:
2015-04665

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Background

- Access to land is a pervasive challenge faced by beginning farmers and ranchers (BFRs), as reported by:
 - USDA-ERS
 - American Farm Bureau Federation's Young Farmers & Ranchers program
 - Land for Good
 - National Young Farmers Coalition
 - GrowNYC
 - American Farmland Trust

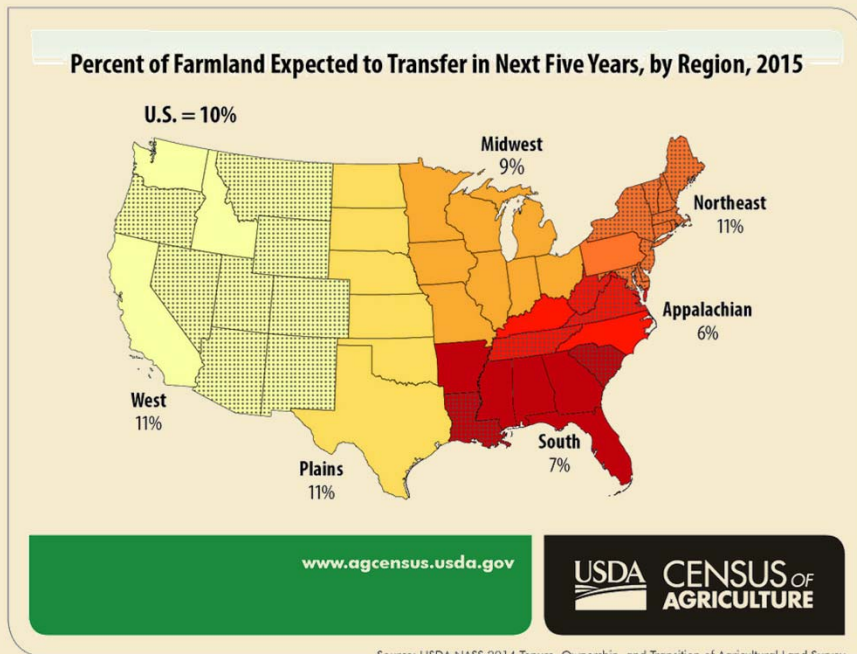
Land Access Barriers

It's often hard for BFRs to:

- Find suitable, available and affordable land to purchase and/or lease;
- Secure loans to buy it;
- Negotiate appropriate lease arrangements, especially with non-family members;
- Identify technical assistance and support to navigate potential land access options and arrangements.

New TOTAL Survey Reinforces This

- 2014 Tenure, Ownership and Transition of Ag Land survey of *ag land rented out for ag* found:
 - 354M acres of rented land;
 - 20% owned by farmers; 80% by nonfarming landowners;
 - Only 10% of it is likely to transfer in the next 5 years



Tackling the Challenge of Access to Land

- This EE project seeks to increase access to land for BFRs by training trainers to help them acquire land to purchase or rent from:
 - Retiring farmers and ranchers (or their estates);
 - Non-farming and institutional landowners; and
 - Nontraditional landowners including land trusts and the public sector.

Project Outcomes

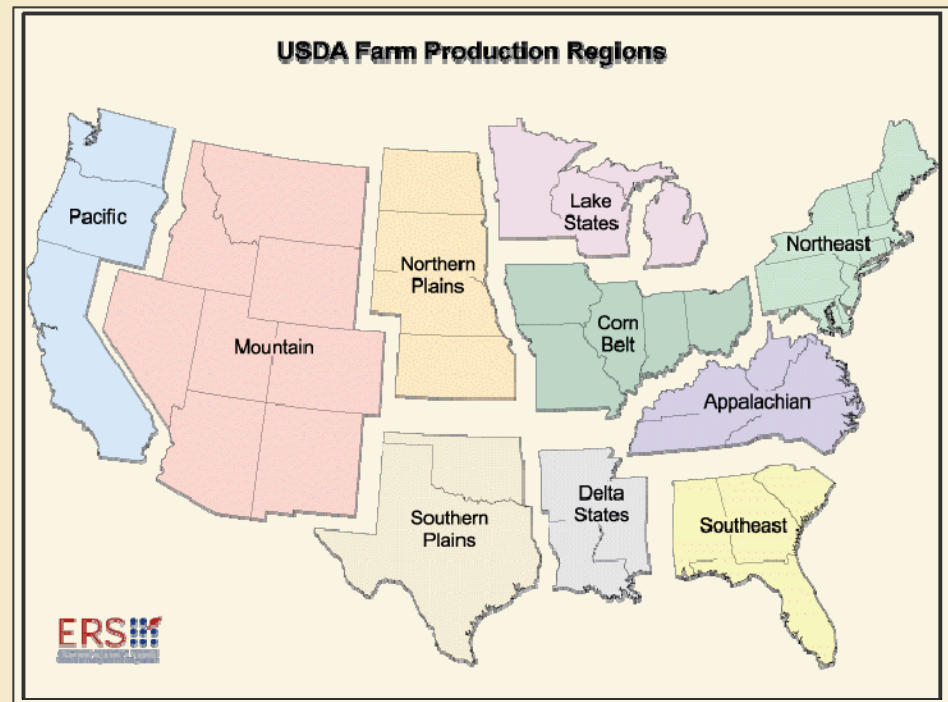
1. Create a comprehensive curriculum and resources that address the breadth and depth of BFRs' land access needs;
2. Validate and deliver the curriculum and resources to committed Land Access Trainers (LATs) who will pilot with BFRs and other trainers;
3. Ensure resources are widely available to a network of ag educators and services providers who will provide ongoing support to BFRs seeking to secure agricultural land.

Five Main Approaches

1. **Evaluate** existing curricula, methods and resources at the beginning and throughout the project;
2. **Leverage existing materials and fill identified gaps** to create a comprehensive national curriculum;
3. **Deliver, test and validate** the curriculum and training methods with dedicated LATs – revise and improve based on feedback;
4. **Support the LATs** as they field test with BFRs and ultimately extend the trainings to other trainers;
5. **Sustain the work** by laying the foundation for a network of educators and ag service providers and make widely available the curriculum, resources, materials and training modules widely available.

Primary Target Audiences

- Committed agricultural educators and service providers from USDA's 10 farm production regions (Extension, land trusts, Farm Credit, nonprofits)
- At least 20% who work closely with underserved populations, selected to represent distinctive needs and regional differences



Quantifiable Project Outcomes

- By the end of this project; the team will have:
 - Developed a comprehensive curriculum and set of training methods, approaches and resources;
 - Tested and evaluated these with **25 experienced LATs**, at least 5 who represent underserved and veteran populations;
 - Supported the LATs in validating the curriculum with **500 BFRs** and revised curriculum and resources to reflect their feedback;
 - Supported the LATs in delivering the final curriculum to **125 ag educators and service providers** in the 10 farm production regions;
 - Made curriculum, training methods and **resources widely available** on AFT's Farmland Information Center website and the BFRDP Curriculum and Training Clearinghouse.

Partners / Collaborators

- Cornelius Blanding, Federation of Southern Cooperatives
- Don Edgar, University of Arkansas
- Kip Kolesinskas, Training Coordinator
- Kathy Ruhf, Land for Good
- Susan Stokes, Farmers Legal Action Group

Educational Enhancement Team

Partners / Collaborators Plus:

- Ed Cox, Attorney (formerly at Drake Ag Law School)
- Poppy Davis, Sustainable Agriculture Education
- Reggie Knox, California Farmlink
- Jiff Martin, University of Connecticut Extension
- Gary Matteson, Farm Credit Council
- Holly Rippon-Butler, National Young Farmers Coalition
- Cris Saybrook, Indian Land Tenure Foundation
- Martha Sullins, Colorado State University Extension

What We Have to Offer

- Report: *Cultivating the Next Generation: Resources and Policies to Help Beginning Farmers Succeed in Agriculture*
- Hudson Valley Farmlink Network: hudsonvalleyfarmlandfinder.org
- Information and BFR resources on farmland transition and access and a directory of entities who make protected farmland available for rent or purchase: www.farmlandinfo.org



We Hope to Learn from YOU!

- How many of you have developed any curriculum or resources related to farmland transition and access?
- What are especially effective ways to convey information to diverse audiences of varying levels of commitment?
- What do the BFRs you serve want and need to know about land access issues?
- What do YOU want to know?

Please Share with Us!

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