Whole Farm Planning

Land Acquisition and Tenure

Objectives:
→ Explore the range of options under ownership and non-ownership tenure for new farmers.
→ Evaluate options to determine the best fit for an individual scenario.
→ Understand the relationship between tenure options and sustaining agriculture.

Questions to Answer:
→ How do you acquire good farmland?
→ What zoning regulations will you be faced with?
→ What kinds of professionals should you consider to help you purchase or lease land?
→ If you own land as farm or forest, do you and your family wish to keep it?
→ If transferring farmland is a goal, how will you be able to do so?
→ Are there federal, state, or local taxes, or other expenses related to land acquisition, ownership, and transfer that should concern you?
→ What kinds of leasing arrangements exist?
→ Who is involved in these arrangements?
→ Are landlord-tenant relationships feasible for you?
→ What other alternatives are there to farmland ownership?
→ What land improvements may need to be made?

Overview of Assignments:
→ Undergo an introduction to Farm Link.
→ Create a statement that describes land tenure needs.
→ List pros and cons of each ownership and non-ownership option.
→ Visit with county planning department.
→ Research land improvement incentives.
Whole Farm Planning

**Option 1: Farm Succession for Transitioning Farmers**
~Designed for farmers who have access to an established farm that will undergo a transition within the next 20 years and whose whole farm plan does not include leasing~

**Objectives:**
→ Gain a broader understanding of farm succession issues.
→ Examine elements and stages of succession planning.
→ Explore what makes a successful farm transfer.
→ Explore the role of entrants in farm succession.

**Questions to Answer:**
→ What do farm families need to consider when transferring the farm?
→ Compare and contrast transferring to a family member versus a transfer to a non-family member.
→ How do different entrant stages/tenure arrangements affect the long-term and succession goals of the farm?
→ What are challenges and opportunities raised when discussing succession planning 5-15 years before the current operator retires or stops farming?
→ Discuss some advantages and disadvantages to the successor leaving the farm for a period of time before taking over.
→ If you are leasing or renting, what should you know and understand about your landlord’s estate/succession plan and why?
→ How can you make your environmental/conservation goals known and followed in a succession plan?

**Overview of Assignments:**
→ Develop a farm entrant “career pathway plan: steps from education to internship, early jobs, share or lease agreement to purchase.
→ Talk to family members about their succession plans or experiences.
→ Complete “Planning the Future of Your Farm” Workbook.
Whole Farm Planning

**Option 2: Leasing**
~Designed for farmers whose primary source of land will come from leasing~

**Objectives:**
→ Gain an understanding of the importance of leasing.
→ Determine the reasons for using farm leases.
→ Understand and differentiate between different types of leases.
→ Evaluate advantages and disadvantages of different types of leases.
→ Interpret and explain key questions related to leasing decisions.
→ Learn the importance of good communication between tenants and landowners.
→ Understand different approaches to maintaining strong communication lines.
→ Learn how to use negotiation skills between tenant and landlord when developing lease agreements and relationships.

**Questions to Answer:**
→ Why is a written lease agreement important to both parties?
→ What basic information is necessary for developing an effective farm lease?
→ What factors are important to the farmer/tenant and the landowner in the lease agreement?
→ What are the benefits of share leases for tenants and landowners? Why are share leases not more commonly used?
→ What are some alternative lease agreements that may provide additional options for both landlords and tenants?

**Overview of Assignments:**
→ Identify key components of a lease agreement.
→ Develop a list of techniques that could be used to improve the communication between landlord and tenant.
→ Develop a checklist for evaluating a leasing relationship.
Whole Farm Planning

Option 3: Hybrid

~Designed for farmers whose whole farm plan contains both transitioning an established farm and leasing and/or buying land~

Objectives:
→ Explore the ways in which leasing, buying, and farm succession methods can be used together.
→ Examine elements and stages of succession planning.
→ Explore what makes a successful farm transfer, including purchasing.
→ Evaluate advantages and disadvantages of different types of leases.
→ Understand different approaches to maintaining strong communication lines between tenants and landowners.
→ Learn how to use negotiation skills between tenant and landlord and between buyer and seller when developing lease and sale agreements and relationships.

Questions to Answer:
→ What percentage of the farming operation will be leased or purchased?
→ What percentage, if any, of the farming operation will be derived from a farm transfer?
→ What do farm families need to consider when transferring the farm?
→ Compare and contrast transferring to a family member versus a transfer to a non-family member.
→ If you are leasing or renting, what should you know and understand about your landlord’s estate/succession plan and why?
→ What basic information is necessary for developing an effective farm lease?
→ What are some alternative lease agreements that may provide additional options for both landlords and tenants?

Overview of Assignments:
→ Develop a farm entrant “career pathway” plan-steps from education to internship, early jobs, share or lease agreement to purchase.
→ Complete “Planning the Future of Your Farm” Workbook.
→ Develop a list of techniques that could be used to improve the communication between landlord and tenant.