Farmland Access Overview

January 11, 2022
Will O’Meara, Connecticut Field Agent
Our mission is to ensure the future of farming by putting more farmers more securely on more land in New England and beyond.
Be prepared when making Inquiries! Make sure you know and can articulate what you’re looking for.

- **Business Planning!** What could you **and** your business afford
- Land Needs: Acres, soils?
- Infrastructure?
- Housing?
- What kind of farming?
- Room to grow?
- Markets?
Farm Access Methods

Considers farmland access in **three basic categories**

- Ownership Now
- Ownership in the Future
- No Ownership
# Farm Access Methods

<table>
<thead>
<tr>
<th>Bundle of Rights (Sticks)</th>
<th>Farmer</th>
<th>Other Entities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sole ownership</td>
<td><img src="image1" alt="FARMER" /></td>
<td><img src="image2" alt="OTHER ENTITIES" /></td>
</tr>
<tr>
<td>Farmer holds all interests as “fee simple” owner.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Whole shared ownership | ![FARMER](image3) | ![OTHER ENTITIES](image4) |
| Farmer(s) and others co-hold all the interests together |

| Partial ownership | ![FARMER](image5) | ![OTHER ENTITIES](image6) |
| Farmer holds some interests; others hold other interests |

| Ownership in the future | ![FARMER](image7) | ![OTHER ENTITIES](image8) |
| Farmer gradually acquires ownership interests |

| Leasehold interest | ![FARMER](image9) | ![OTHER ENTITIES](image10) |
| Farmer’s only interest is as tenant (“leasehold interest”) |

| Other arrangements | ![FARMER](image11) | ![OTHER ENTITIES](image12) |
| Farmer holds no legal interests in the property; has permission to use/occupy it |
### Identifying Farm Search Priorities

<table>
<thead>
<tr>
<th>Tenure</th>
<th>Necessary</th>
<th>Desirable</th>
<th>Optional</th>
</tr>
</thead>
<tbody>
<tr>
<td>[own? leasing?]</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Location</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Natural features</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Built features</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Housing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Community</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Identifying Farm Search Priorities

<table>
<thead>
<tr>
<th>Tenure</th>
<th>Necessary</th>
<th>Desirable</th>
<th>Optional</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
</tr>
<tr>
<td>Location</td>
<td>New Haven County</td>
<td>North Branford</td>
<td>Near Existing Acreage/Apartment</td>
</tr>
<tr>
<td>Natural features</td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
</tr>
<tr>
<td>Built features</td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
</tr>
<tr>
<td>Housing</td>
<td>Enough space for my family</td>
<td>Garage, Space to park equipment, Land for animals</td>
<td>Adjoining acreage, paved driveway</td>
</tr>
<tr>
<td>Community</td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
</tr>
<tr>
<td>Other</td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
</tr>
</tbody>
</table>
Utilizing CT Farmlink
Utilizing CT Farmlink

NARROW YOUR RESULTS WITH THESE FILTERS:

- TENURE ARRANGEMENTS
  - None -
- FARMLAND ACREAGE
  - None -
- TYPE OF OPERATION
  - None -
- WATER SOURCES
  - None -

- INFRASTRUCTURE
  - None -
- COUNTY
  - None -
- CONSERVED LAND
  - None -

Apply
Farmland Search Strategies
- Other Online Resources

- Farm publications
- newsletters
- Craigslist?
- MLS? Zillow?
- Google? Sure!
Farmland Search Strategies
- Offline Strategies

- Local commissions
- Town and county departments
- State Dept. of Ag
- Land trusts, conservation organizations
- Real estate agents
Farmland Search Strategies
- Offline Strategies

• Your network:
  – Other Farmers
  – Suppliers
  – Consultants
  – Neighbors

• Farm service orgs:
  – USDA
  – Extension
  – Conservation Districts
  – Farm Credit
Farm Search - Be Proactive!

• Promote yourself!
  – Make a flyer
  – Put out a classified ad

• Get help! It takes a network to find a farm

• Be patient

• Make a rough draft business plan / outline

• Figure out what you and your business can afford

• Start farming in the meantime, at whatever scale you can!
Looking to sell or lease your land?

Breadtree Farms is looking for Hay or Crop Fields, Fallows, Old Fields, and Abandoned Pastures
Plant Trees, Produce Nuts, Store Carbon

Land requirements
- 10 acres or more of Cleared Land
- Well-Drained and Acidic Soil
- Sloping land welcome

Options
- Sell your land
- Lease your land for 25 years or more
- Hire Breadtree to plan and install your orchard

Background
Breadtree Farms is a Chestnut Farming business. Founded by Russell Wallack, we are working with local growers, landowners, and allies to launch a northeast chestnut industry. We are planting hybrid chestnut orchards for nut production, with plans to produce gluten-free flour, pastas, pancakes, and pastries. These trees play a vital role in supporting water quality, reducing erosion, and diversifying revenue.

Call: 413-348-2457 or Email: Russell@Breadtreefarms.com
Evaluating Land

- Acreage
- Soils
- Infrastructure
- Housing
- Financial
Acreage: Google “My Maps”
Web Soil Survey
Evaluating: Infrastructure

- Barns and outbuildings
  - Condition? Suitability?
- Water sources
- Utilities
- Roads
- Fencing
Evaluating: Housing

• Available?
• Appropriate?
• Condition
• Options
  – Build new? Mobile?
  – Adapt other structures?
  – Off-site?
• Farm labor/apprentice housing
Financial Considerations

• Standard Financing
  – Local Banks and Credit unions

• Creative Financing Options
  – Farm Credit East
  – Farm Service Agency
  – Dirt Capital
  – Carrot Project
Loan Considerations

• Financial Institutions Don’t Always Look At Land
  – Most financial institutes look at buildings, vs. land unlike the ‘non-traditional’ financing options that take the whole farm into consideration.

• Resources
  – Do your homework. What is the bank looking for?
Land Found! What Next?

• Purchase?
• Written Lease if renting!
  – Oral vs. Written
  – Land For Good (Crafting)
  – Legal Counsel (Drafting)