



## National Farmers Union Convention, 2021

Session Resources from

*“Planning for the Next Generation: Opportunities for equity via farm succession planning” with American Farmland Trust*

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### Organizational Resources & Contact List

#### American Farmland Trust (national)

AFT is the only national non-profit conservation organization and land trust dedicated to saving the land that sustains us by protecting farmland, promoting environmentally sound farming practices, and keeping farmers on the land. With six regional offices and national initiatives that cross-cut issue areas, AFT unites farmers and environmentalists in developing practical solutions that protect farmland and the environment.

- ⇒ Jerry Cosgrove, Farm Legacy Director: [jcosgrove@farmland.org](mailto:jcosgrove@farmland.org)
- ⇒ Caitlin Joseph, Women for the Land Outreach Coordinator: [cjoseph@farmland.org](mailto:cjoseph@farmland.org)
- ⇒ Suzanna Denison, Farms for a New Generation Program Manager:  
[sdenison@farmland.org](mailto:sdenison@farmland.org)
- √ Landowners Hub - <https://farmlandinfo.org/landowners/>
- √ Land-seekers Hub - <https://farmland.org/resources-for-land-seekers/>
- √ Transfer Your Farm or Ranch - <https://farmlandinfo.org/transfer-your-farm-or-ranch/>
- √ Land Trust Directory - [https://farmlandinfo.org/farmland-protection-directory/?entity\\_title=california](https://farmlandinfo.org/farmland-protection-directory/?entity_title=california)
- √ Sample Easements - <https://farmlandinfo.org/search/?search=conservation%20easement&>



- √ [Land Protection Projects Brochure](#)
- √ Land-Oriented Values Activity (see worksheet below)

#### **Land For Good (New England)**

- ⇒ Mike Ghia, Vermont Field Agent: [mike@landforgood.org](mailto:mike@landforgood.org)
- √ Toolbox for Farm Transfer Planning - <https://landforgood.org/resources/toolbox/toolbox-farm-families/>

#### **California Farmlink (California)**

- ⇒ Liya Schwartzman, Senior Manager: [liya@cafarmlink.org](mailto:liya@cafarmlink.org)
- √ Farm Succession Guidebook - <https://www.californiafarmlink.org/resources/farm-succession-guidebook/>

#### **Rogue Farm Corps (Oregon)**

- ⇒ Abigail Singer, Executive Director: [abigail@roguefarmcorps.org](mailto:abigail@roguefarmcorps.org)
- √ Changing Hands Case Studies – <https://www.roguefarmcorps.org/changinghands/stories>

#### **National Young Farmers Coalition (national)**

- ⇒ Holly Rippon-Butler, Land Access Director: [holly@youngfarmers.org](mailto:holly@youngfarmers.org)

#### **Friends of Family Farmers (Oregon)**

- ⇒ Natalie Danielson, Oregon Farm Link Program Leader: [natalie@friendsoffamilyfarmers.org](mailto:natalie@friendsoffamilyfarmers.org)

#### **Farm Commons (Oregon)**

- ⇒ Sarah Vaile / Rachel Armstrong, low-cost legal program: [sarah@farmcommons.org](mailto:sarah@farmcommons.org), [rachel@farmcommons.org](mailto:rachel@farmcommons.org)

#### **Farmtransition.org (international)**

- √ Great way to find certified farm transition coordinators, succession planning service providers, and other resources to support your process.  
<https://www.farmtransition.org/coordinators/>

#### **Agricultural Mediators (national)**

- √ <https://agriculturemediation.org/>
- √ <https://www.agmediation.org/>



## Case Studies of Farmland Transition to non-family heirs

Leasing To Land Ownership, Red Dog Farm - <https://www.roguefarmcorps.org/changing-hands-story-series/reddogfarm-77w66>

Hire Your Heir Apparent: Grooming Your Neighbor as Your Successor - <https://drive.google.com/file/d/1kcnYhwHjkg428rNUkm5eNSxgroypTVEb/view>

Finding the Next Farmer, Riverhill Farm - <https://www.roguefarmcorps.org/changing-hands-story-series/riverhill>

## Online events for continued learning

For Landowners:

*Developing a Lasting Legacy: A Holistic Approach to Succession Planning*

with Ann Adams, Executive Director of Holistic Management International

Recording of the event here: <https://youtu.be/yE5K7esShs8>

'Acting on Your Values' Workshop Series for Retiring Farmers, Landowners & Renters Offered Online - <https://landstewardshipproject.org/posts/1346>

CONTACT: Karen Stettler, 507-458-0349, [stettler@landstewardshipproject.org](mailto:stettler@landstewardshipproject.org); Robin Moore, LSP, 320-269-2105, [rmoore@landstewardshipproject.org](mailto:rmoore@landstewardshipproject.org)

For Advisors:

*Farmland Advisors Webinar: Farm Transfer and Estate Planning*

*PRESENTER: Jerry Cosgrove, American Farmland Trust*

Reducing the loss of farmland to development and keeping farmers on the land—two key objectives of American Farmland Trust—are front and center in the Farmland Advisors program developed by the New York State and New England offices of American Farmland Trust. This webinar is part of Farmland Advisors: A Training Program About Farmland Access and Farm Transfers organized by American Farmland Trust and Land for Good.

<https://farmlandinfo.org/media/farmland-advisors-webinar-farm-transfer-and-estate-planning/>



## Land-oriented Values Activity

**INTRODUCTION:** This activity can be used by individuals, families, and succession planning service providers to help landowners or land-seekers articulate their values and priorities in relation to land that they manage, steward, or own. Having clarity from all parties on their unique orientation and values regarding land can help guide negotiations between family members, tenants and landowners, or farmland seekers and retiring farmers/landowners. These values are especially relevant to long-term planning situations such as when approaching farmland succession plans or long-term lease agreements.

**INSTRUCTIONS FOR FACILITATOR:** Use the bullet points below to create notecards with each value/priority.

1. Give participants 3 minutes to read through each goal (have a stack of index cards for each person). Ask for other goals, write them on a flip chart or white board.
2. Give participants 5 minutes to prioritize their own goals: they can use the pre-written cards, or write in other goals. Once they have a stack, they should place each goal into a pile: “this is a very important 30-year goal for my farm”, “this is a 30-year goal for my farm, but not the most important”, “this is not a goal for my farm – the goal is not relevant, or simply not important to you”
3. Give them 2 minutes to choose their top priority from the important pile (limit the time so they don’t get analysis paralysis).
4. Discussion: Who has a human/social resources goal they want to share as a top priority; an environmental/natural resources goal?; an economic/financial goal?

Facilitators/succession planning experts, listen carefully for goals/ideas that translate into various tools landowners can use, and when you present on those tools, be sure to mention what goals these might be connected to or helpful in manifesting.

### ACTIVITY MATERIALS:

*What is most important about your land, to you? What matters most for the future of your farmland? Here are common goals that farmland owners have for the future of their land. Sort them into priority categories for yourself using the table below. Modify the lists and/or add other goals to best express your priorities.*

- *Keep family harmony/foster positive relationships among family members*
- *Provide land for my farming heir(s) to farm*
- *Provide a farm for a family to work*
- *Help provide my heirs with greater financial stability through the sale of, or rental income from, the farm*
- *Use my farmland to benefit a charitable cause*
- *Give all my heirs an inheritance of equal economic value*
- *Keep the farmland in my family*
- *Use the farmland for conservation (improve soil quality, water quality, biodiversity, etc.)*
- *Help a beginning farmer get started in farming*
- *To provide a working landscape for my community*
- *Support farming as a way of life*



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 SAVING THE LAND THAT SUSTAINS US

- *Support the business of farming*
- *Support local food production*
- *Create local jobs and prosperity*
- *Ensure future generations have land to farm in the future*
- *Preserve the rural values and character of my community*
- *Farm contributes to a local family business*
- *Healthy, biologically active soil*
- *Year-round vegetative cover*
- *No synthetic fertilizer*
- *No manure*
- *Less reliance on chemicals*
- *Little to no soil loss*
- *Clean water – to drink, to fish and swim in, as habitat*
- *Pastured (grazed) livestock*
- *Trees*
- *Attractive aesthetic – nice to walk, drive, bike, paddle*
- *Supports birds and wildlife*
- *Permanently protected natural resources (stream, woodland, etc.)*
- *Permanently protected as a farm*
- *Source of recreation*
- *Public access – open to others*
- *Organic or other sustainable label in practice*
- *Managed for the long term*
- *People actively living on the farm*
- *Produces food, fuel or fiber for generations to come*
- *Crops grown are diversified*
- *Following the state laws on nutrient/manure applications*
- *OTHER (write in your own)*

Very important 30-year goals for my farm	Among the 30-year goals for my farm, but not the most important	Not among the goals for my farm, or not important ones