AFT notes:
Traditionally farms and ranches have passed from one generation to the next by “cradle, alter or grave” – often with the farm or ranch business intact. But this is less and less true. This training is meant for beginners who have some farming or ranching experience but may come from any kind of background – possibly from an agricultural family or tradition, or returning from military service or coming from an urban or suburban background but wants to make a life on the land. (Adapt for your audiences.)

Katie: Refugee growers usually have a family history in Agriculture in their home countries, but in the US have difficulty obtaining the capital to purchase land, and are often resettled in more urban areas. Creative solutions are necessary.
The following language is required by USDA: Farmland for the Next Generation is supported by a 4-year Educational Enhancement grant from the USDA Beginning Farmer and Rancher Development Program. Award# 2015-70017-23901. While it has to be included somewhere, it does not have to have its own slide.
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Photo from AFT materials
When we see land as a community to which we belong, we may begin to use it with love and respect.

Aldo Leopold, A Sand County Almanac

Alterative or additional Leopold quote:
All ethics ... rest upon a single premise: that the individual is a member of a community of interdependent parts.
The land ethic simply enlarges the boundaries of the community to include soils, waters, plants and animals, or collectively the land.

For more information on Aldo Leopold and A Sand County Almanac visit: https://www.aldoleopold.org/about/aldo-leopold/sand-county-almanac/
For the purposes of this training, when we talk about land tenure we are talking about the way farmers and ranchers hold their land – typically by owning it or leasing it. Sometimes they have special circumstances where they are allowed to use land without a formal tenure arrangement, maybe as a barter arrangement or because the landowner wants to help an individual or see the land farmed but does not want a formal arrangement.

Note: This training is designed to address the issues of land tenure and access generally for diverse audiences across the U.S. It is important to familiarize yourself with state/local conditions that may affect land tenure and access. Also note, while this training broadly includes urban agriculture, it is focused on land and not intended to address issues unique to urban agriculture such as community gardens, vertical or rooftop farming.
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Katie’s notes:
Land access tends to vary by country. You can inherit or purchase land in most places. In some places, it’s still possible to acquire land by cutting down forest that nobody has title to, and turning it into agricultural land, or, squatting on unused farmland, putting it into production, and making a claim to the government for title to this land. We talked about times in US History when it was possible to claim untitled land.

Many refugees have had land taken from them as part of their refugee story, so it’s important for the presenter to know that this subject can trigger past traumas. We also talked about times in US History when land was taken unfairly from Native Americans. Presently it is difficult but not impossible for land to be taken from someone in the US who is not a willing seller; for example, land can be taken to build a road (or, you know, a wall) potentially against the wishes of the landowner.
Katie’s notes: I divided this discussion over several slides for simplicity. AFT notes on Land Access are below.

AFT’s notes:
- Land Access is a systems issue involving both land seekers and landowners. While this training is designed for land seekers, to be successful, seekers must understand the needs and motivations of landowners in order to negotiate good leases or purchase agreements.
- Landowners may be operators, non-operators or both.
- While there are two basic forms of land tenure: leasing and owning, there are three paths to land access: leasing, purchasing and inheriting/accepting gifts of land.
- There are many ways to follow these paths. Many beginners lease some if not all of their land when they start out but move on to land ownership. Others inherit or receive a gift of land usually from relatives but may end up leasing or buying more. Or they might buy a small amount of land and lease more as they expand their operation.
- This is why it is important to understand the full range of options.
- The right path for any individual will combine their personal and business goals and the realities of what they need and can afford at this stage of their farming/ranching operation. Gaining skills to figure this out will come later in the workshop.
- Emphasize it’s important to be patient. Securing a stable, long-term land tenure arrangement takes time. So encourage participants to be creative and not to get discouraged!
Katie’s notes:
Photo is from a google search. Photo source: https://theperiscopergroup.org/countyparlce

For refugee farmers in our area (Boise, ID), buying land is not usually a realistic goal due to the very high cost of land. We lack a good conservation easement program, and families usually have other financial goals they’d like to achieve including home purchases and education.

In other areas of the country, conservation easements have made land purchases possible for refugees, or real estate values are such that families can purchase a home on a few acres of land where small-scale farming is possible.
Katie’s notes:
Global Gardens photo. Maka Mbwera at Five Mile Church of the Nazarene in Boise. Many refugee growers lease from urban or unconventional landowners such as churches.

Leasing land or even borrowing it for free is often a reasonable option for refugee growers. Several growers use land owned by churches, private landowners, and the City of Boise.
Katie’s Notes:
Tim and Tamara at Purple Sage Farms are getting older and their children are now adults. Their children work on the farm with them and will eventually become the owners of the farm.

Refugee farmers usually will not inherit land since they are the first generation to live in the US. Trainers can discuss how land was passed down in other countries, or about growers’ future plans for their children to farm with them or inherit their business, which may or may not include land.

These are folks they know, and photos are from their website. I can ask them for permission to use it.
AFT notes:

- Fewer New Farmers: In 2012, the number of new farmers who have been on their current operation less than ten years was down 20 percent from 2007. Nearly 172,000 were on their current operation less than five years; this group was down 23 percent from 2007 (Table 7). Within groups, the proportion of principal operators who were new farmers varied, with Asian principal operators having the largest percentage who had been on their operation less than ten years (42 percent).
  
  [https://www.agcensus.usda.gov/Publications/2012/Online_Resources/Highlights/Farm_Demographics/](https://www.agcensus.usda.gov/Publications/2012/Online_Resources/Highlights/Farm_Demographics/)

- Access to land and capital are two of the major barriers to entry. The challenge of access to land has been reported by:
  
  American Farm Bureau
  
  American Farmland Trust
  
  Land for Good
  
  National Young Farmers Coalition
  
  USDA a-ERS and many others


- It’s especially hard to find land to rent or buy when beginners don’t come from a “landed” farm family and have community connections.

- Understanding the challenges is the first step to overcoming them!
AFT notes:
- It’s especially hard to find land to rent or buy when beginners don’t come from a “landed” farm family and have community connections.
- Understanding the challenges is the first step to overcoming them!

Katie’s Notes:
- Photo from http://www.cartwrightranchidaho.com/homeowner-info/. This is a well-know housing development outside Boise, any housing photo would be ok.
AFT notes:

Almost all agricultural landowners are white and most are men: See 2012 Census of Ag Tables 56, 58, and 60 to customize for your location. [https://www.agcensus.usda.gov/Publications/2012/Full_Report/Volume_1,_Chapter_1_US/](https://www.agcensus.usda.gov/Publications/2012/Full_Report/Volume_1,_Chapter_1_US/)

And TOTAL Highlights: [https://www.agcensus.usda.gov/Publications/2012/Online_Resources/Highlights/TOTAL/TOTAL_Highlights.pdf](https://www.agcensus.usda.gov/Publications/2012/Online_Resources/Highlights/TOTAL/TOTAL_Highlights.pdf)

- Of principal operators who own and operate ag land: 95.5% are white and only 14% are women; 3.2% are Hispanic/Latino (regardless of race)
- 1.8% are American Indian/Alaskan native; 1.5% are Black/African American
- Of Principal non-operator landlords: 97% are white and 37% are women; 2% Hispanic/Latino (regardless of race)

In addition to the age of landowners and the fact many are not retiring or letting go of their land, historic discrimination in government programs is a well documented barrier. This legacy of bias continues to affect access to land and capital. [https://www.iatp.org/documents/disadvantaged-farmers-addressing-inequalities-in-federal-program-for-farmers-of-color](https://www.iatp.org/documents/disadvantaged-farmers-addressing-inequalities-in-federal-program-for-farmers-of-color)


- Yet beginning farmers and ranchers are a much more diverse group than previous generations. In fact, according to the 2012 Census of Ag, all categories of minority-operated farms increased between 2007 and 2012. Hispanic-operated farms were up 21 percent. [https://www.agcensus.usda.gov/Publications/2012/Online_Resources/Highlights/Farm_Demographics/](https://www.agcensus.usda.gov/Publications/2012/Online_Resources/Highlights/Farm_Demographics/)

The changing backgrounds, interests and demographics of beginning farmers and ranchers is a mostly unreported barrier which needs to be addressed for the next generation to succeed.
Katie Notes: Photo from Purple Sage Farm, can get permission.

AFT notes:
~2 M principal operators own 625 M acres;
~ 2 M non-operator landlords rent out 283 M acres in the 48 contiguous states.

Principal operators own 68% of ag land acres; Non-operator landlords own and rent out 31%:
which is 80% of land rented out for agriculture

- Principal operators and landlords over the age of 65 own 40% of total ag land acres!
  33% of principal operators are over 65; own 38%
  57% of principal landlords are over 65; own 69% of land rented out by non-operator landlords.

To find operator ownership data for states and counties go to:
https://www.agcensus.usda.gov/Publications/2012/Full_Report/Volume_1_Chapter_2_County_Level/.
Select a state of interest and scroll to Table 45, Operation and Operator Characteristics: 2012 and 2007.
For graphs and charts that illustrate these points, visit AFT’s Farmland Information Center:

For information on the growing disconnect, AFT conducted a special sort of Census data in New England and New York and found the majority of principal operators were farming without a “younger” (age 45 or younger) operator farming with them. The research also revealed significant differences in the types of agriculture being practiced by different age groups.
http://www.farmlandinfo.org/special-collections/4621
Of all the US farmland land there is, 90% will not change hands in the next 5 years. 8% will be transferred to family and only 2% will go up for sale.

This is within the next 5 years. Data from American Farmland Trust. Graphic created by Katie.
Katie’s notes:
Idaho Land values at https://www.capitalpress.com/state/idaho/northwest-farmland-values-continue-to-increase/article_15a64ace-c343-553b-8351-8a9be7cef942.html

AFT notes:
Beginning farmers who are trying to access farmland contend with very high land costs, whether they are attempting to purchase or lease: http://www.uvm.edu/farmlasts/

Customize this data as needed for your state or region. For information on land values by state, visit **USDA Land Values 2017 Summary** – among other things the report has maps and charts which might be useful to include: 
http://usda.mannlib.cornell.edu/usda/current/AgriLandVa/AgriLandVa-08-03-2017.pdf
For information on rental rates, visit **USDA NASS Website** which has **2018 Land Values and Cash Rents** fact sheets and more Information about Cash Rents:


You can use this link to customize for your locale.
Photos from friends, can get permission. Recommend replacing with local case studies. See accompanying case study handout.
Photos from friends, can get permission. Recommend replacing with local case studies. See accompanying case study handout.
Katie’s notes: The following three slides are visuals to match local case studies from Boise, ID. AFT’s original curriculum included an activity in which students read a short article about a few farms regarding their land search process. I have replaced that with local case studies that can be read aloud, included as a separate document, or the local farmers could be invited to participate in a landowner panel. Accompanying materials include a land tenure survey that I used to collect these stories, plus completed surveys from these three farms.

Photos from friends, can get permission. Recommend replacing with local case studies. See accompanying case study handout.
Case Study: Mother and Children’s Farm

Photos: Katie Painter, Global Gardens
Photo from AFT materials.
Katie’s notes: Top photo is from Hells Canyon Winery, can get permission. Bottom photo is a google search photo from https://www.insidescience.org/news/what-causes-traffic-gridlock, can replace with any photo of traffic. In our area, many of the refugee growers would rather not relocate to a very rural area, but land closer to town tends to be smaller in size and more expensive. A longer commute may make open more land options to a grower. This reflection question can be tied back to the visioning intro activity.

AFT notes:
What do you want your life to look like?
How much do you want to work? (or, work on the farm vs. work at other jobs?)

Are you willing to either commute to a farm, or live in a rural area?

Do you want to be “tied down” to a farm?

How “hands-on” do you want your work to be?

Do you want to have a family? Do you want them to be involved in the business?

What kind of income do you think you need? Do you want to send kids to college? Save for retirement? Pay for health insurance?
Defining Business Goals

· What kind of business do you want?
· Are your business and personal goals compatible?
· Will your business support your lifestyle?

AFT’s notes:
What do you want your business to look like?

Do you want to grow and expand the business, or stay small?

How many employees are you comfortable managing?

Are certain production practices important to you? i.e. no till, humane livestock management, organic, biodynamic, etc.

What do you want to grow or produce?

Is there a market? Who will you sell to?

How much income does the business need to generate to fulfill your personal goals?

Are your business goals and personal goals consistent?

In the case of a farm transitioning between generations, consider the goals of the exiting generation. It’s not unusual for the incoming generation to have very different objectives than the exiting generation – be sure to have an open dialogue and try to get on the same page about personal and business goals.
Katie’s notes: I shortened this section a lot from the AFT’s original presentation. We have a separate process that we use with our students to assess goals and earnings. Our farmer income and expense tool can be found on the NIFTI website, as well as several tools for goal-setting. Usually refugee farmers need extra assistance with both of these processes and they are hard to evaluate in a group setting, so I recommend finding those materials and handling these on a one-on-one basis.

AFT notes:
Discuss the 4 key factors that affect readiness in the order presented:

Personal Goals – where do you see your future self? Where do you want to go? What do you want to do?

Business Goals – How do these mesh with your personal goals? Are they consistent? Any differences that need to be addressed?

Current Financial Position and Resources: This will be discussed – knowing where you sit financially is essential.

Future Earning Potential: Will your business generate enough earnings to cover expenses (including land tenure costs)? Profitability need not be your only or even your primary goal, but it is a prerequisite to achieving other, non-financial goals.
Saving the Land that Sustains Us

American Farmland Trust
www.farmland.org