Programs, Tools, & Trainings to Connect Beginning Farmers to Land & Other Resources in Colorado

Food Systems Toolbox Webinar Series
Thursday March 27th, 2014
1-2p.m.
WELCOME!

Lisa Walvoord

lisawalvoord@livewellcolorado.org
Objectives

- To hear about national resources and local programs to support young, beginning, and returning farmers to access training, planning, and land

- To discuss the connections between land access and farmer training and promoting healthy food access
Agenda

* Welcome, Objectives, and Introductions

* Presentations:
  - Organizing for the Collective Success of our New Farmers Through Policy Change & Strong Networks, Sophie Ackoff
  - Addressing the Challenges of Land Access for the Next Generation of Farmers, David Lynch
  - Building Farmers in Colorado, Adrian Card

* Closing Thoughts

* Open Q&A
Today’s Presenters

Lisa Walvoord
LiveWell Colorado

Sophie Ackoff
The National Young Farmers Coalition

David Lynch
Guidestone’s CO Land Link

Adrian Card
Boulder County CSU Extension
NATIONAL YOUNG FARMERS COALITION

For young farmers, by young farmers!
POLICY CHANGE
INNOVATIVE SOLUTIONS
POWERFUL ALLIANCES

NYFC MOBILIZES AMERICA’S NEW FARMERS, RANCHERS, AND SUPPORTIVE CONSUMERS TO FIGHT FOR THE FUTURE OF FARMING.

LEARN MORE ➤
**Farmer Participants' Farming Background**

Were you raised on a farm?

- 10% YES, and I'm still farming there
- 12% YES, but I farm somewhere else
- 78% NO

**Farmer Participants and Their Products**

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dairy</td>
<td>118</td>
</tr>
<tr>
<td>Grain</td>
<td>109</td>
</tr>
<tr>
<td>Floriculture</td>
<td>122</td>
</tr>
<tr>
<td>Fruit/Orchard</td>
<td>258</td>
</tr>
<tr>
<td>Livestock</td>
<td>379</td>
</tr>
<tr>
<td>Vegetable</td>
<td>746</td>
</tr>
<tr>
<td>Other</td>
<td>197</td>
</tr>
</tbody>
</table>

Organic? YES: 822 | NO: 165
FARMER PARTICIPANTS BY YEARS OF EXPERIENCE FARMING

A. More than 10 years (12%)
B. Less than 1 year (15%)
C. 6-10 years (16%)
D. 1-5 years (56%)
BIGGEST CHALLENGES FACED BY YOUNG AND BEGINNING FARMERS, AS IDENTIFIED BY FARMERS*

1. Lack of capital (78%)**
2. Land access (68%)**
3. Health care (47%)**
4. Access to credit (40%)**
5. Business planning and marketing skills (36%)**
6. Profitable markets (30%)**
7. Education and training (26%)**

* Farmer responses only. Additional farmer response data can be found in the Appendix.
** Percentages indicate number of farmer respondents that rated each program as the most important (farmers could select more than one choice).
MOST VALUABLE PROGRAMS FOR YOUNG AND BEGINNING FARMERS, AS IDENTIFIED BY FARMERS*

1. Apprenticeships (74%)**
2. Local partnerships (55%)**
3. Community Supported Agriculture (CSA) (49%)**
4. Land-linking programs (47%)**
5. Non-profit training and education (44%)**
6. College and University training and education (30%)**

* Farmer responses only. Additional farmer response data can be found in the Appendix.
** Percentages indicate number of farmer respondents that rated each program as the most important (farmers could select more than one choice).
Policy Change

1. Farm Bill 2014 – We Won!
   - Beginning Farmer and Rancher Opportunity Act
     - Training Programs
     - Microloans

2. FDA Food Safety Rules

3. Affordable Farmland
   - Farmland Conservation 2.0

4. USDA Program Reform
Western Program

• Building western chapters
• Working with key decision makers
• Affecting state & federal policy change
• Sharing young farmer stories, plans and best practices
• Protecting rivers and streams
• Bringing young farmers and ranchers to the table on our collective water future

Visit farmersforCORiver.com
NYFC Chapters are Local Support Networks

- Tackling local challenges
- Building relationships with representatives
- Forming cooperative partnerships
- Getting a drink after a hard day's work!
NYFC in Colorado
JOIN NYFC!
BECOME A MEMBER OF THE LARGEST COMMUNITY OF YOUNG, SUSTAINABLE, AND ORGANIC GROWERS IN THE US

JOIN TODAY: YOUNGFARMERS.ORG

GET SERIOUS SAVINGS ON FARM AND GARDEN SUPPLIES:

- 5% OFF JOHNNY’S SELECTED SEEDS
- 10% OFF FARMTEK AND GROWERS SUPPLY
- 10% OFF CLEARSPAN
- 10% OFF WORKING PERSON’S STORE
- 15% OFF SAFER BRAND
- 33% OFF GROWING FOR MARKET
- 35% OFF CHELSEA GREEN PUBLISHING
- FREE SHIPPING AT HIGH MOWING SEEDS

Trends in Farmland Tenure and Ownership

❖ Only a quarter of farmers own the land they farm

❖ Twice as many farmers over the age of 65 as under 35

❖ 70% of US farms will transition over the next 15 years

❖ Over 400 million acres of farmland will change hands in the next 20 years

❖ 89% of existing farmers and ranchers don’t have a transition plan
National Young Farmers Coalition: “Building a Future with Farmers”
2011 Survey and Report

- 78% ranked “lack of capital” as challenge
- 68% ranked “land access” as challenge
- 70% under 30 yrs. rented land as compared to 37% over 30
- 74% ranked apprenticeships as among the most valuable programs
- 55% of farmers ranked local partnerships as one of the most valuable programs
- 49% ranked CSA as a top program
Barriers of Land Access

- Cost of Farmland
- Availability of Farmland
- Declining Farm Profitability
- Insecurity of rental/lease agreements
- No retirement or succession plan
Colorado Land Link: Core Purpose

- Increases farming & ranching opportunities
- Creates affordable, secure access to agricultural land
- Keeps agricultural heritage and water on the land
- Transitions non-productive farmland to productive agriculture
- Provides tools and resources
Who is Colorado Land Link For?

- Aspiring/beginning farmers and ranchers
- Retiring farmers and ranchers
- Non-farming landowners
- Conservation groups and specialists
Colorado Land Link Services

❖ Database and matching service

❖ Technical and strategic support

❖ Access to education / training and resources

❖ Farm Succession Planning
Database & Matching Service

- 130+ farmer applicants
- 25+ landowner contacts
- 350+ users
- 25+ states represented
- Diverse agricultural interests and experiences
## Farmer and Rancher Applicant Summary

<table>
<thead>
<tr>
<th>Operation:</th>
<th>Cows/horses</th>
<th>Small livestock</th>
<th>Vegetables</th>
<th>Orchard</th>
</tr>
</thead>
<tbody>
<tr>
<td>Education</td>
<td>20</td>
<td>20</td>
<td>25</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Location:</td>
<td>Northeast</td>
<td>Southeast</td>
<td>Central</td>
<td>West</td>
</tr>
<tr>
<td>All</td>
<td>25</td>
<td>15</td>
<td>25</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>20</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Experience:</td>
<td>Beginner</td>
<td></td>
<td>1-5 years</td>
<td></td>
</tr>
<tr>
<td>5 years +</td>
<td>35</td>
<td>25</td>
<td></td>
<td>35</td>
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</tbody>
</table>
Matching Process

- Landowners and aspiring farmers and ranchers complete a questionnaire describing their goals, situations and resource needs.

- Completed questionnaires are entered into a database and matched with potential prospects.

- Each match is reviewed to ensure landowner and farmers hold common goals and interests as well as capabilities and resources to meet each others needs.

- The goal is to support a lease arrangement that addresses all the critical issues and creates an equitable, legal lease.
Technical Resources

- Assessment for Landowners
- Assessment for Tenant Farmers
- Elements of a Good Lease
- Types of Agreements for Leasing and Owning Land
- Determining Rental/Lease Rates
- Evaluating a Small Farm Enterprise
- Evaluation Tool for Landowners
- LandLink Evaluation-Tenant Farmers
- Farm Business Plan Outline
- Funding and Loan Resources
- Lease example multiple year
- Sample short-term lease
- Self-Assessment Tool for New Farmers
- Prospective Farmer Application
- Landowner Application
Education Opportunities

- Beginning Farmer Entry Level Course
- Internship Opportunities
- CSU’s Building Farmers Training
- Farm Succession and Estate Planning
Exploring Your Small Farm Dream

“An Online Self-Assessment Course for Beginning Farmers and Ranchers”

Course Curriculum – Is Starting an Agricultural Business Right For You?
1. Assessing yourself
2. Researching the landscape
3. Evaluating your resources
4. Making a decision and planning next steps
Farm Succession Planning

The process of laying out a roadmap that charts the course of passing on agricultural land and enterprise from one generation to the next.

- Average age of farmer in America = 58.3 (USDA “Census of Agriculture” 2012)
- Over 2/3\(^{rd}\) of operators have not identified a successor
- 90% of farm owners do not have an exit strategy or know how to develop one (FarmLASTS 2010)
Colorado Land Link
Certified Farm Succession Coordinator Training
March 4-6 at Mt. Princeton Hot Springs Resort
Nathrop, CO

International Farm Transition Network
IFTN
Fostering the next generation of farmers
Priorities Moving Forward

❖ Further Outreach and Engagement of Landowners

❖ Regional Expansion and Capacity Building (Pilot in SE Region)

❖ Bolster Website Presence and Online Resources

❖ Facilitate Education and Training Opportunities
David Lynch
Director, Colorado Land Link

david@guidestonecolorado.org
Building Capacity in the Next Generation of Farmers

Adrian Card
CSU Extension
March 27, 2014 | LiveWell CO
## Beginning Farmer Continuum of Needs

<table>
<thead>
<tr>
<th>Business Planning and Management Skills</th>
<th>Production/Management Skills</th>
<th>Productive Assets: Land, Financing and Water*</th>
<th>Info Providers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategic Business Planning</td>
<td>Crops</td>
<td>Inheritance vs. purchase/lease</td>
<td>Public sector</td>
</tr>
<tr>
<td>Marketing Planning</td>
<td>Livestock</td>
<td>Farm equity vs. bank equity</td>
<td>Private sector</td>
</tr>
<tr>
<td>Financial Planning and Recordkeeping</td>
<td>Labor</td>
<td>*Water drives everything!</td>
<td>NGOs</td>
</tr>
</tbody>
</table>
A Brief History of Building Farmers

- 2006 – concept
- 2007 – launch
- 2009 – WCRME
- 2009 – BFRDP
- 2012 – BFRDP renewal

http://buildingfarmers.colostate.edu
Niche of Building Farmers

- Business planning and management
- Experiential learning
- Coaching groups
- Technical assistance
- Direct market producers (specialty crops and niche livestock) = lower cost of entry

<table>
<thead>
<tr>
<th>Business Planning and Management Skills</th>
<th>Production/Management Skills</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategic Business Planning</td>
<td>Mentorships</td>
</tr>
<tr>
<td>Marketing Planning</td>
<td>Internships</td>
</tr>
<tr>
<td>Financial Planning and Recordkeeping</td>
<td>Coaching groups</td>
</tr>
<tr>
<td>Advanced classes</td>
<td>Incubators*</td>
</tr>
</tbody>
</table>
Mission

**Build capacity**
- Business planning and management
- Production skills (experiential learning)

**Build community**
- Engage the community to plan and deliver
- Connect to mentors
- Network community and to distant resources
Key Elements

• Core curriculum
• Advisory committee* input to shape the program
• Farmers/ranchers as presenters

*decision, prioritization, relevancy
Principles of Business Planning and Management

<table>
<thead>
<tr>
<th>Core Curriculum</th>
<th>Cafeteria Options</th>
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</thead>
<tbody>
<tr>
<td>• Strategic business planning</td>
<td>• Contracts</td>
</tr>
<tr>
<td>• Marketing planning</td>
<td>• Food Safety</td>
</tr>
<tr>
<td>• Financial planning and recordkeeping</td>
<td>• Agri-tourism</td>
</tr>
<tr>
<td></td>
<td>• Labor management</td>
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<tr>
<td></td>
<td>• Local resources panel</td>
</tr>
<tr>
<td></td>
<td>• Others possible</td>
</tr>
<tr>
<td>Experience in farming</td>
<td>Building Farmers offerings</td>
</tr>
<tr>
<td>-----------------------</td>
<td>-----------------------------</td>
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<tr>
<td></td>
<td>Classes</td>
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<tr>
<td>Novice/No experience</td>
<td>Local and State Based</td>
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<tr>
<td></td>
<td>Seminars and Courses</td>
</tr>
<tr>
<td>Beginner/0 – 2 years</td>
<td>“Principles of business</td>
</tr>
<tr>
<td></td>
<td>planning and mgt”*</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Adv Beginner/2+ years</td>
<td>Advanced classes (Risk,</td>
</tr>
<tr>
<td></td>
<td>Labor, etc.)</td>
</tr>
<tr>
<td>Proficient/3+ years</td>
<td>“Developing yourself as a</td>
</tr>
<tr>
<td></td>
<td>Business Leader”</td>
</tr>
</tbody>
</table>
Impacts

• Over 350 beginning farmers trained in Colo since 2007
• All increase knowledge of business planning and management
• 100% recommend it to others

www.ext.colostate.edu/impact/BuildingFarmers_Statewide.pdf
New Growers Association

- 501(c)(6) business league, membership
- Improve business conditions
- Voice in policy, media
- Network produce growers

http://coloradoproduce.org  www.facebook.com/CFVGA
Thank You!

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Longmont, CO  80501
Questions?
Speaker Contacts

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Sophie Ackoff - sophie@youngfarmers.org
David Lynch - david@guidestonecolorado.org
Adrian Card - acard@bouldercounty.org
Food Systems Toolbox

www.livewellcolorado.org/foodsystems
Resources

National Young Farmers Coalition:
- www.youngfarmers.org
- www.farmersforCORiver.com

CO Land Link:
- http://www.guidestonecolorado.org/Land-Link-Start

CSU:
- http://buildingfarmers.colostate.edu
- www.ext.colostate.edu/impact/BuildingFarmers_Statewide.pdf
- http://coloradoproduce.org
- www.facebook.com/CFVGA

CO Ranching Legacy Program:
Thank you!

Thank you for joining us! Please join us for next month’s webinar:

*Creating and Enhancing Access to Healthy Food Retail in Your Community: Funding Opportunities for Colorado*

Thursday April 17th, 1-2pm