



Idaho Farm Link


Connecting Land Seekers with Land Owners in Idaho

**Your Small Farm
2018 Webinar Series**
March 19, 2018








Your Small Farm 2018 Webinar



Webinar Tips

- Close all other programs running on your computer
- Check your sound – problems with clarity, speed, etc. switch to the phone
 - Call-in number provided in the welcome email
 - Mute computer sound when using phone
- **Type in questions for speakers** (or for help with viewing & sound) **into question box**
- Handouts are available to download on your computer

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Tonight's Presenters



Eileen Stachowski
Program Coordinator
University of Idaho Extension



Marci Miller
Education Director
Rural Roots, Inc.



Colette DePhelps
Community Food Systems
University of Idaho Extension





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Tonight's Focus

Introduce **Idaho Farm Link** & how it works

Help you decide if you are ready to seek land or provide land

Share keys for making a successful Farm Link

- Land assessment
- Lease agreements
- Trust, personal connections

Resources available / next steps







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Poll #1

Who is in the audience tonight?



What are farm link programs?



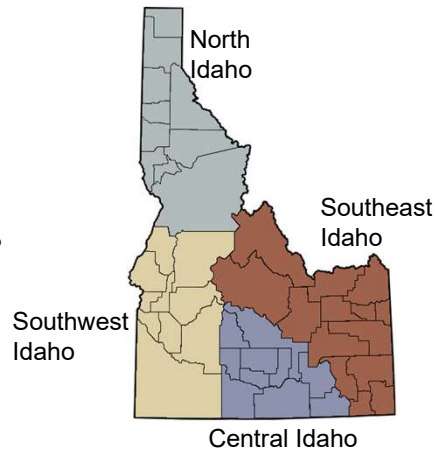
Facilitation of farm land transfer

Retiring farmers -> beginning farmers

To limit the loss of farmland in production

Poll #2

Where are you located?



How do Farm Link programs help?



Farmland occupies nearly 40% of privately owned land in the U.S

Each year, nearly 500,000 acres is lost and developed.

Three quarters of new farmers do not come from a farming family with land accessibility.

For each farmer under 35, there are 6 over the age of 65.

The USDA predicts that half a million farmers will retire in 20 years (2011).

Idaho Farm Link



www.cultivatingsuccess.org/farmlink





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Purpose of Idaho Farm Link

Help land seekers and land owners connect

- Beginning farmers find land
- Keep land in agriculture
- Farmland transfer

Land Seekers

Looking for land in Benewah, Kootenai, & Nez Perce counties
Looking for 11 - 100 acres
Looking to buy land
Interested in growing chestnuts
Looking for soil under a pH of 6.7
contact id: 3656

- Central place for listing
- Facilitate connections
- Provide educational resources
- Help find technical assistance

Land Owners

Land available in Adams County
1-5 acres
Currently used for Hay/Forage, orchard, vegetables
Currently utilizing organic practices
Open to copurchase, lease, partnership, or other arrangements
contact id: 3670





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History of Idaho Farm Link

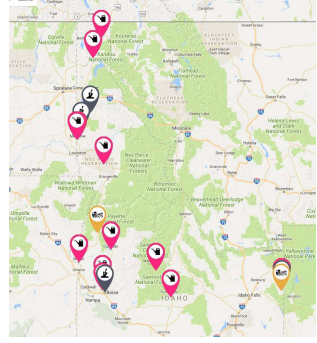
1997-8 University of Idaho and Rural Roots collaborate to offer small farm programs




2000 UI/RR/WSU established Cultivating Success™

Participants continually identified access to farmland as one of the top three barriers for success of beginning farmers

Multiple inquiries about finding, leasing & selling land

2015 received USDA grant to develop Idaho Farm Link



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Neighboring Farm Link Programs




<http://farmlink.tilthalliance.org/available-farmland/map>




<https://www.farmlinkmontana.org/>



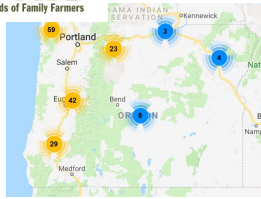


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Neighboring Farm Link Programs



Oregon Farm Link has made 70+ land matches since 2009



Yard Use Agreement pdf
Land Share Agreement - Urban Farm Collective, Portland, Oregon pdf

<http://farmmyard.org/>

<http://oregonfarmlink.org/>

Let's walk through filling out an application



[Idaho Farm Link Website](#)



How does Idaho Farm Link work?



[Farm Link Introduction Video](#)



Questions about Farm Link?



Are you ready to be a Land Seeker?



- ✓ Are you currently farming? What is your timeline to begin farming?
- ✓ Do you need more land to continue farming the way you have been or do you need more land to expand your current operation?
- ✓ Have you written a business plan?
- ✓ Have you determined if leasing or buying is feasible?
- ✓ Do you feel ready to move your farm?
- ✓ Is your need to have more land immediate or long-term vision?
- ✓ What are the specific needs you have for your farm?
- ✓ Do you need infrastructure? Water? Fencing? To live on-site?
- ✓ Do you know how to assess land that you are seeking?



There are **SO MANY** questions to ask yourself as you begin seeking land. What are some questions you think you should ask?





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Are you a ready to be a Land Provider?



- ✓ Do you have land to lease or sell?
- ✓ What is your long-term vision for your land?
- ✓ What are the current uses of the land you have?
- ✓ How much land are you willing to lease or sell?
- ✓ Do you have specific enterprises you are willing to allow?
- ✓ What kind of arrangement are you willing to consider? (Lease, sell, crop share, alternative payment, partnership)
- ✓ Is water readily accessible?
- ✓ Are there other infrastructure pieces available? (Barn, shed, fencing, tractor, hoop house/greenhouse, milking equipment)
- ✓ Is there on-site housing available?
- ✓ Are you willing to mentor or advise?




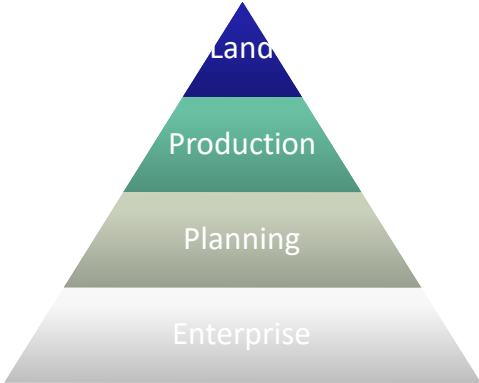
What are some questions you think you might ask?








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Things to consider

- Take a class
- Or several!
- Market Research
- 5 + 10 Year Plan
- Cultivating Success™
- SCORE + SBDC

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How do I assess land for my enterprise?








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A Few Words about Leases



Handout:
A Lease Agreement Guide for Landowners and Farmers

- Verbal agreement
- Letter of agreement
- Lease agreement

✓ Do your homework
✓ Be clear about what you need / expect

Writing it down will help avoid misunderstandings and save both \$\$ and heart ache and

Long List of Things to include in a Good Lease

- Description of Leased Property
- Term, Rent, Use
- Maintenance, repairs, alterations
- Indemnification and liability insurance
- Taxes and assessments
- Initial condition of premises
- Assignment or subletting
- Compliance with the law
- Default by tenant
- Dispute resolution
- Visitors
- Overnight guests
- Living arrangements
- Animals – pets, livestock

May need to engage the services of a professional – e.g. attorney





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Idaho Farm Link is a Place to Connect

Visibility

- Learn what land is available
- Find people who might lease/buy your land

Networking through

- Cultivating Success™
- UI Extension programs
- Rural Roots events

Resource Support

- Central place for listing
- Facilitate introductions
- Educational resources
- Find technical assistance







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Idaho Farm Link is not...

A fully vetted listing of land seekers or land owners

The only way to find farmland

Watch our Land Access webinar recording for more information on finding farmland

<http://www.cultivatingsuccess.org/2018webinarseries>







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Resources



Agrarian Trust: long list of publications on land access <https://agrariantrust.org/resources/accessing-land/>

National Young Farmers Coalition: <http://www.youngfarmers.org/policy/landaccess/>

Land For Good: <http://landforgood.org/resources/toolbox/leasing/>

American Farmland Trust: <http://www.farmlandinfo.org/accesstoland>

USDA New Farmers Program: <https://newfarmers.usda.gov/new-generation-land>



County Extension Office
USDA Farm Services local office
Local or Regional Land Trust
Rural Roots





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CULTIVATING SUCCESS™
sustainable small farms education

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Increasing the number and success of small farmers and ranchers in Idaho.

The vision of the Cultivating Success™ program is to increase producer and consumer understanding, value, and support of sustainable local farming systems in Idaho through educational and experiential opportunities. Partners in this program strive to create strong communities with infrastructures that provide the resources and skills needed to produce local and sustainable food and agricultural products for the residents of the Inland Northwest.

Featured Programs
Winter 2017/2018

- Farmer Mentor Webinar Training
- Is a Small Farm in Your Future?
- 2018 Webinar Series

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Your Small Farm 2018 Webinar Series

Join our new, free, week-night webinar series designed to help you strengthen and expand your farming business! Pick the webinars that suit your interests. Webinars are scheduled for weeknights from 6 PM – 7:30 PM MST/7 PM – 8:30 PM PST from February – April 2018.
To view the full schedule and register visit:
www.cultivatingsuccess.org/2018webinarseries

Next webinar:

Direct Marketing in a New Food Reality

opportunities for local food-based entrepreneurship

Ariel Agenbroad, Community Food Systems, and Small Farms Area Educator, University of Idaho Extension, Southwest District
Monday, March 26th, 2018 from 6:00 PM - 7:30 PM PST/7:00 PM - 8:30 PM MST

Are you Making \$\$\$? Tracking Sales and Other Record-Keeping Basics

Kara Painter, Agriculture Educator, University of Idaho Extension, Boundary Co.
Monday, April 16th, 2018 from 6:00 PM - 7:30 PM PST/7:00 PM - 8:30 PM MST

Access to Capital

Marci Miller, Rural Roots, LLC
Colette DePhelps, Community Food Systems Area Educator, University of Idaho Extension, Northern District
Monday, April 23rd, 2018 from 6:00 PM - 7:30 PM PST/7:00 PM - 8:30 PM MST

Register here!

Join us for our upcoming webinars!

Next webinar:

Direct Marketing in a New Food Reality

Monday, March 26th
6:00-7:30pm PDT/7:00-8:30pm MDT

Ariel Agenbroad
Community Food Systems & Small Farms Area Educator, U of I Extension, Southwest District

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Questions about Farm Link?

Please take our post-webinar survey!

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