

Preserving Working Landscapes

LTA Rally
October 2006
Nashville, Tennessee





American Farmland Trust

- **AFT Overview**
- **Founded in 1980**
- **Farmers and Conservationists**
- **Dedicated to Farmland Conservation**
- **National Offices & Field Offices**
- **Focused on Policy Advocacy and Capacity Building**



Introductions



Organization of Workshop



- **The Farmer**
- **The Land Trust**
- **The Community**

The Farmer



It's Not Farmland Without Farmers...





Why Save Farmland?

- **Farmer perspective**
 - No farmland, no farming
 - Best neighbor is another farm
 - Farmers are conservationists
 - Land is retirement account
 - Land is legacy for future generations





Agriculture is a Business

- Profit margins are always tight
- Farms and Ranches are getting bigger
- And Farms and Ranches are getting smaller
- Family farms are hard to define by size
- *Working* Landscapes can be dirty, smelly and and ugly
- Change is inevitable and ongoing



Planning Issues

- **Business Planning**
- **Land Planning**
- **Tax Planning**
- **Estate Planning**





Business Planning



- **Current & future enterprises**
- **Potential rural enterprises**
- **Hunting, fishing & recreational uses**
- **Farming practices**
- **Discretionary decision-makers**
- **Approval process & standards**



Land Planning

- **Future buildings (agricultural & other)**
- **Future subdivisions**
- **Farmstead areas**
- **Resource protection areas**
- **Carve outs**



Tax Planning

- **Donation (170(h))**
- **Pension Act Provisions**
- **Purchase/sale – capital gains**
- **Appraisals**
- **Mortgages / future financing**





Estate Planning

- **Catalyst for estate planning**
- **Farmland protection tool**
- **Farm transfer tool**
- **PDR/PACE can:**
 - **Provide liquidity**
 - **Enhance affordability**
 - **Generate retirement proceeds**
 - **Facilitate inter-generational transfer**

The Land Trust





Why Save Farmland?

- **Land Trust Perspective**
 - **Natural Resource Protection**
 - **Meeting the Need to Save Valuable Land From Development**
 - **Build Support for Program**
 - **Other**



Good Relationships

- **Incorporate Farm Leaders Into Your Land Trust's Leadership**
- **Engage the Agricultural Community**
- **Train Your Staff and Board About Agricultural Issues**



Good Relationships....

- **Make Farmland Protection Projects a Priority**
- **Have an "Agricultural" Conservation Easement**
- **Be an Advocate for Farmland Protection and Farm Viability**



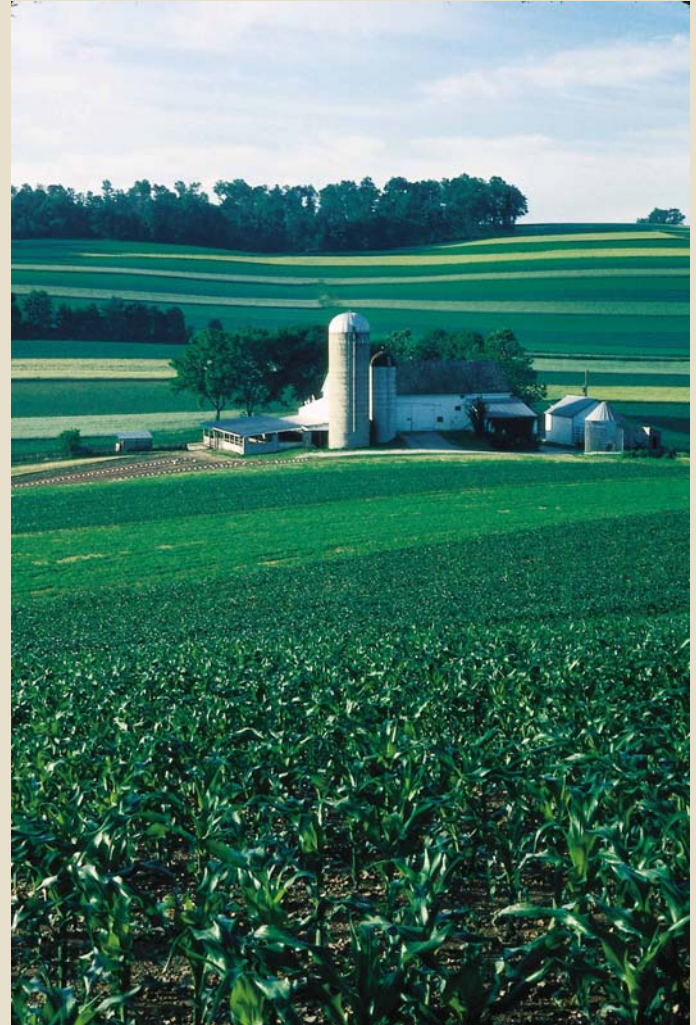
Special Considerations

- **Assessment Criteria**
- **Easement Drafting**
- **Monitoring/Stewardship**
- **Amendments**



Assessment Criteria

- Are you ready for ag easements?
- What makes a good project?





Easement Drafting



- Purpose clauses
- Flexibility
- Building restrictions
- Special provisions



Monitoring & Stewardship



- **Baseline**
- **NRCS/conservation plan**
- **Timing**
- **Plan reviews**
- **Special expertise**



Amendments

- Amendment clauses are important
- The *Ag version* of “Net Conservation Benefit”





Funding

- **Federal**
 - **Farm and Ranch Land Protection Program**
 - **Forest Legacy Program**
 - **Grassland Reserve Program**
- **State**
 - **Examples of several states**
- **Local**
 - **PACE programs**
 - **Private funding**



Federal Funding

- **Forest Legacy**
- **Grassland Reserve Program (GRP)**
- **Farm and Ranch Lands Protection Program (FRPP)**
 - **50% cost share**
 - **\$100 million/year**
 - **Topsoil protection**



State Funding

- **27 state programs**
- **Northeast states predominate**
- **Funding sources include:**
 - **General revenues**
 - **Bonds**
 - **Transfer taxes and fees**
 - **Sin taxes**



Local Municipal Funding



- **Leverage federal and state \$**
- **Funding sources include:**
 - **General revenues**
 - **Bonds**
 - **Transfer taxes and fees**
 - **Sales taxes**



Private Funding Sources

- Can leverage public \$
- Need to “fit” the public program
- Can leverage landowner donations with “bargain sales”



The Community





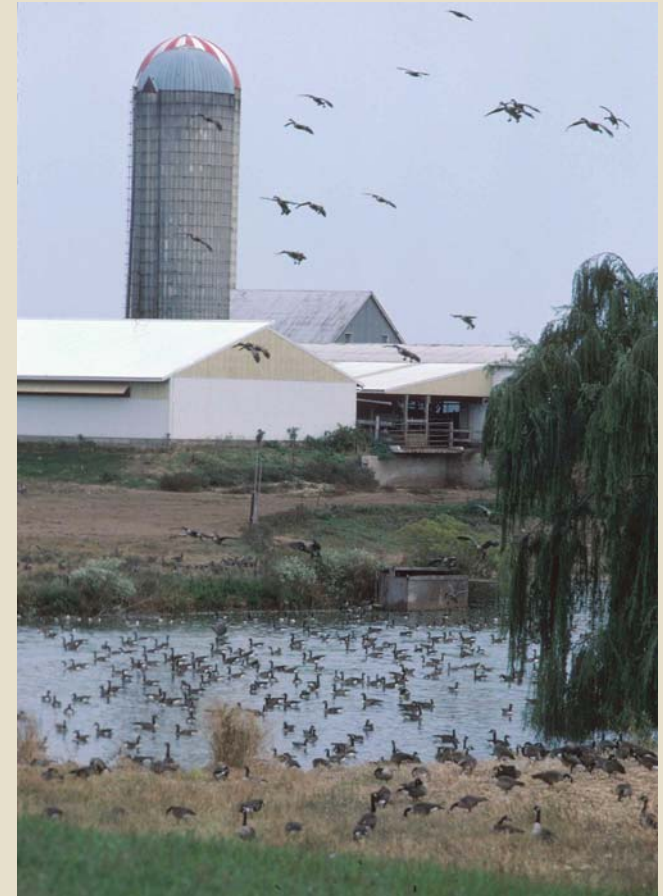
Why Save Farmland?

- **Community Perspective**
 - **Local Economic Stability**
 - **Fiscal Stability**
 - **Rural Cultural Heritage & Community Character**



Land Use Policy Tools

- **Right-to-Farm**
- **PDR**
- **TDR**
- **Zoning Ordinance & Laws**
- **Tax Reduction**
- **Infrastructure Planning**
- **Agricultural Districts**
- **Comprehensive Plans**





Economic Development Tools

- Recruit ag services & value added
- Farmers Markets & CSA
- Agri-tourism/Recreation
- Encourage business plans

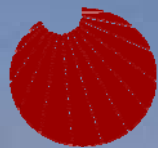




Role of Land Trusts

- Hold agricultural easements
- Be an agent for change
- Provide education and training
- Promote local agriculture
- Other





FARMLAND INFORMATION CENTER

www.farmlandinfo.org
(800) 370 - 4879

A photograph of a farm scene. In the background, there is a large barn with several white silos. The foreground is filled with a field of golden wheat. The text "Sign up for AFT's E-news" is overlaid in a dark red font.

Sign up for AFT's E-news

www.farmland.org