

## LP6/LP7 Land Acquisition Action Plan Worksheet

Name \_\_\_\_\_

### Directions:

Use this worksheet to develop your plan to acquire land through lease and/or purchase.

### Part 1: Property Description

Identify the features you are looking for in a property.

Total number of acres \_\_\_\_\_

- Acres of cropland \_\_\_\_\_
- Acres of pasture \_\_\_\_\_
- Acres of range, woodland or other resources \_\_\_\_\_
- Access to water \_\_\_\_\_

### Infrastructure

- Barns and other buildings/structures
- Fencing
- Storage
- Irrigation
- Facilities for processing/marketing
- Other, please specify: \_\_\_\_\_

### Housing

- Housing for farm household
- Farm labor housing

### Part 2: Land Acquisition through Leasing

#### 1. Financing

Summarize the typical rental rates in the area where you wish to farm/ranch:

Based on your Financial Self-Assessment, how much money can you devote toward a cash lease?

## 2. Leasing Options

Based on your Financial Self-Assessment and Personal and Business Goals Worksheet, what kind of leasing arrangement do you hope to secure?

- Cash
- Crop
- Flex
- Ground

## 3. Contracts/Agreements

Summarize the key factors that you need to consider when finalizing a lease agreement based on your personal and business goals (e.g., support organic farming, maintain cash flow, reduce risk):

Identify key items that must be included/considered/avoided in a leasing contract to support your personal and business goals.

Length of lease term

- Year to year
- 1–3 years
- 3–5 years
- 5–10 years
- More than 10 years

Conservation provisions

- Organic agriculture
- Low or no till
- Conservation plan

Property maintenance - who is responsible?

- Land management
- Maintenance of barns/structures
- Maintenance of fencing
- Maintenance of field edges, buffers or waterways

Property improvements

- Barns and other buildings/structures
- Fencing
- Irrigation
- Other

**Part 3: Land Acquisition through Purchase****4. Financing**

Summarize the typical land costs in the area where you wish to farm/ranch:

Based on your Financial Self-Assessment, how much money can you devote toward a mortgage or loan payment?

**5. Purchase Options**

Based on my Financial Self-Assessment and my Personal and Business Goals Worksheet, I seek the following kind of purchasing arrangement:

- Fee simple
- Lease to own
- Land contract
- Other:

**6. Contracts/Agreements**

Summarize the key factors that you need to consider when finalizing a purchasing agreement based on your personal and business goals (e.g., support organic farming, maintain cash flow, reduce risk):

Identify key items that must be included/considered/avoided in a purchasing contract to support your personal and business goals.

Length of mortgage

- 15 years
- 30 years
- More than 30 years

Conservation provisions

- Organic agriculture
- Low or no till
- Conservation plan

Property improvements

- Barns and other buildings/structures
- Fencing
- Irrigation
- Other

**Part 4: Support Team for Land Acquisition**

Identify the organizations and individuals that you hope to recruit to help you with your plan for land acquisition.

- Legal advisor
- Realtor
- Agricultural expert
- Inspector
- State/federal agricultural program
- Financial advisor
- Other:

List individuals, organizations and contact information here:

Name	Contact Information	Support Provided

**Part 5: Next Steps**

Prioritize your next steps:

- Locate a land parcel
- Obtain financing
- Contact landowner
- Establish support team
- Other:
- Other:
- Other: