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:

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Part 5: Next Steps
Prioritize your next steps:

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