

Land Access Training Course Outcome Summary

Course Competencies

1. Assess your readiness to pursue land tenure opportunities

Assessment Strategies

- 1.1. LP1 Land Tenure Readiness Self-Assessment
- 1.2. LP1 Financial Documents Checklist

Learning Objectives

- 1.a. Explain the difference between land tenure and land access
- 1.b. Identify key factors that affect your readiness to pursue land access opportunities
- 1.c. Define your personal/life goals
- 1.d. Outline your business goals for your farm/ranch
- 1.e. Describe the basic financial information you need to make land tenure decisions (including tax returns, bank statements, credit reports and balance sheets)
- 1.f. Assess your readiness to continue Land Access Training

2. Assess your financial readiness to explore land tenure options

Assessment Strategies

- 2.1. LP2 Financial Self-Assessment Worksheet

Learning Objectives

- 2.a. Identify key financial factors that affect your land tenure decisions
- 2.b. Summarize typical financial obligations associated with land tenure situations
- 2.c. Determine your net worth
- 2.d. Draft a cash flow budget
- 2.e. Estimate amount of monthly cash flow available throughout the year to pay for a land tenure situation

3. Determine appropriate land access options

Assessment Strategies

- 3.1. LP3 Land Requirements Worksheet

Learning Objectives

- 3.a. Describe different paths to gain access to land and the considerations that go with each (purchase, lease or inherit)
- 3.b. Identify personal, financial, and lifestyle factors that affect land access opportunities (e.g., financial considerations, type of operation, location)
- 3.c. Assess land access options as they relate to your personal and farm/ranch business goals and financial position

4. Find available land for farming or ranching

Assessment Strategies

- 4.1. LP4 Finding Land Action Plan

Learning Objectives

- 4.a. Identify potential locations for your farm or ranching operation based on your personal and business goals
- 4.b. Identify information about regional business and agricultural factors that may affect where you want to look for land
- 4.c. Identify real estate values/rental rates in the places you have identified
- 4.d. Identify different types of landowners and how their motivations may affect your land access options
- 4.e. Identify resources and strategies to locate available land

5. Assess the suitability of a parcel of land for your farm or ranch operation**Assessment Strategies**

- 5.1. LP5 Land Assessment Self-Check Worksheet

Learning Objectives

- 5.a. Summarize key components of a land assessment
- 5.b. Identify tools, resources and contacts for conducting a parcel evaluation
- 5.c. Assess land use policies and community factors specific to the selected site
- 5.d. Describe the relationship between property features and conservation, business and personal goals

6. Prepare to secure land through leasing**Assessment Strategies**

- 6.1. LP6/LP7 Land Acquisition Action Plan

Learning Objectives

- 6.a. Compare the features of different types of leases
- 6.b. Identify the elements of a good lease
- 6.c. Assess the impact of landlord motivations on your operation
- 6.d. Identify what you require (vs. desire) in a leasing situation
- 6.e. Determine the types of leases and lease provisions that advance your personal and business goals
- 6.f. Locate rental rates in the area where you want to locate

7. Prepare to secure land by buying it**Assessment Strategies**

- 7.1. LP6/LP7 Land Acquisition Action Plan

Learning Objectives

- 7.a. Describe the basic concepts of property rights
- 7.b. Describe factors that affect affordability including land prices and tax considerations
- 7.c. Identify key lenders and lender requirements
- 7.d. Recognize elements of a basic land contract and apply vocabulary used in contracts and real property
- 7.e. Identify the steps in closing a deal including key legal and inspection issues for purchasing land

8. Prepare to receive land by inheritance or gift**Assessment Strategies**

8.1. LP8 Land Transfer Action Plan

Learning Objectives

- 8.a. Describe the circumstances of your potential gift/inheritance situation
- 8.b. Demonstrate empathy and effective communication skills
- 8.c. Assess the suitability of the property for your farm/ranch and personal goals
- 8.d. Identify resources and a team of advisors
- 8.e. Identify elements, steps and transfer mechanisms involved in land transfer
- 8.f. Describe legal issues involved with inheriting/receiving gifts of farm/ranch property
- 8.g. Describe the financial and tax considerations of inheriting/receiving a farm/ranch