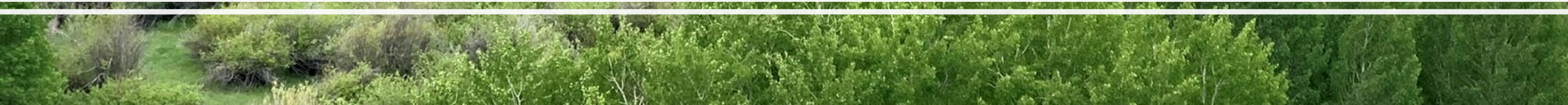




Buy, Protect, Sell



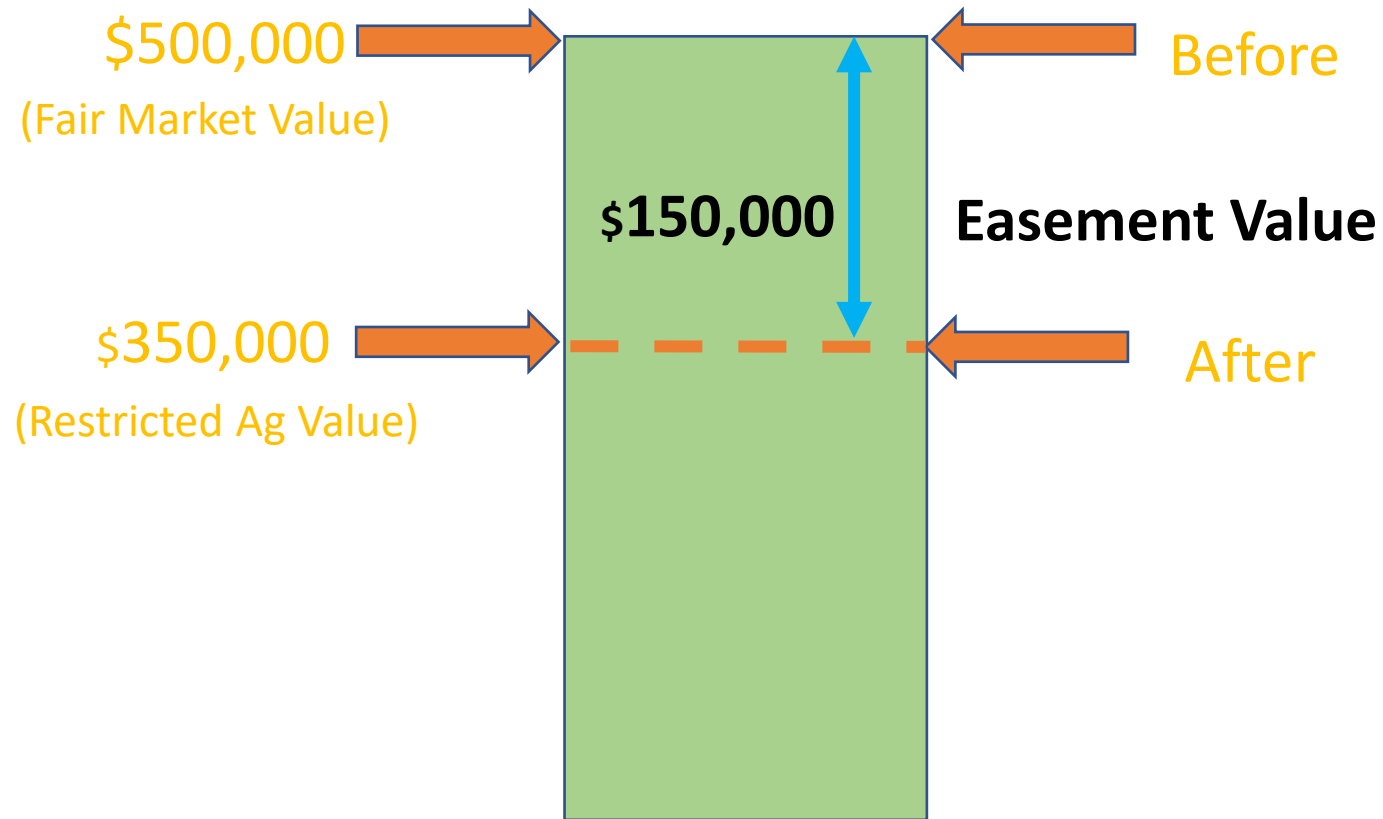




## Buy, Protect, Sell (BPS)

- Tool to foster farmland protection and land transfer
- Acquire farmland from retiring farmer
- Identify new farmer who is seeking land security and tenure
- Protects the property with an agricultural conservation easement
- Sell protected property to the new farmer (sometimes after a lease period)

# Easement Valuation



# Key Benefits

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- Directly and immediately supports land access
- Often involves different kinds of property than traditional land protection
- Provides exiting landowners peace of mind that land will continue to be farmed
- Can protect affordability for future farmers
- Provides incoming farmers with additional time to secure financing



# Key Challenges

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- Buy high, sell low
- Only fits certain situations
- Higher upfront costs
- Higher risk for land trusts







Buy Protect Sell Example  
**FARMS FUND**



# A NEW PATH FORWARD – THE FARMS FUND

In 2021, The Conservation Fund launched the Farms Fund, an innovative program that rebuilds the local food system and creates sustainable farm businesses

## The Farms Fund:

- Creates a patient pathway to **affordable land ownership** for diverse next generation farmers
- Breaks down traditional barriers to **capital for farmers**
- Accelerates adoption of **sustainable agricultural practices**
- **Permanently conserves farmland** at risk of being lost to development
- Grows a **resilient local food system**



# THE FARMS FUND MODEL



## BUY

- Acquire small to mid-sized farmland facing development threat



## SUPPORT

- Invest in farm infrastructure
- Coordinate farm business support
- Support sustainable practices
- Create pathway to land access through 3-to-5-year lease-to-own contract



## PROTECT

- **Secure conservation:** Sell publicly funded conservation easement for permanent protection of farmland



## SELL

- Sell underlying fee to farmer at agricultural use value (35-60% of land value)
- Roll proceeds into new acquisition

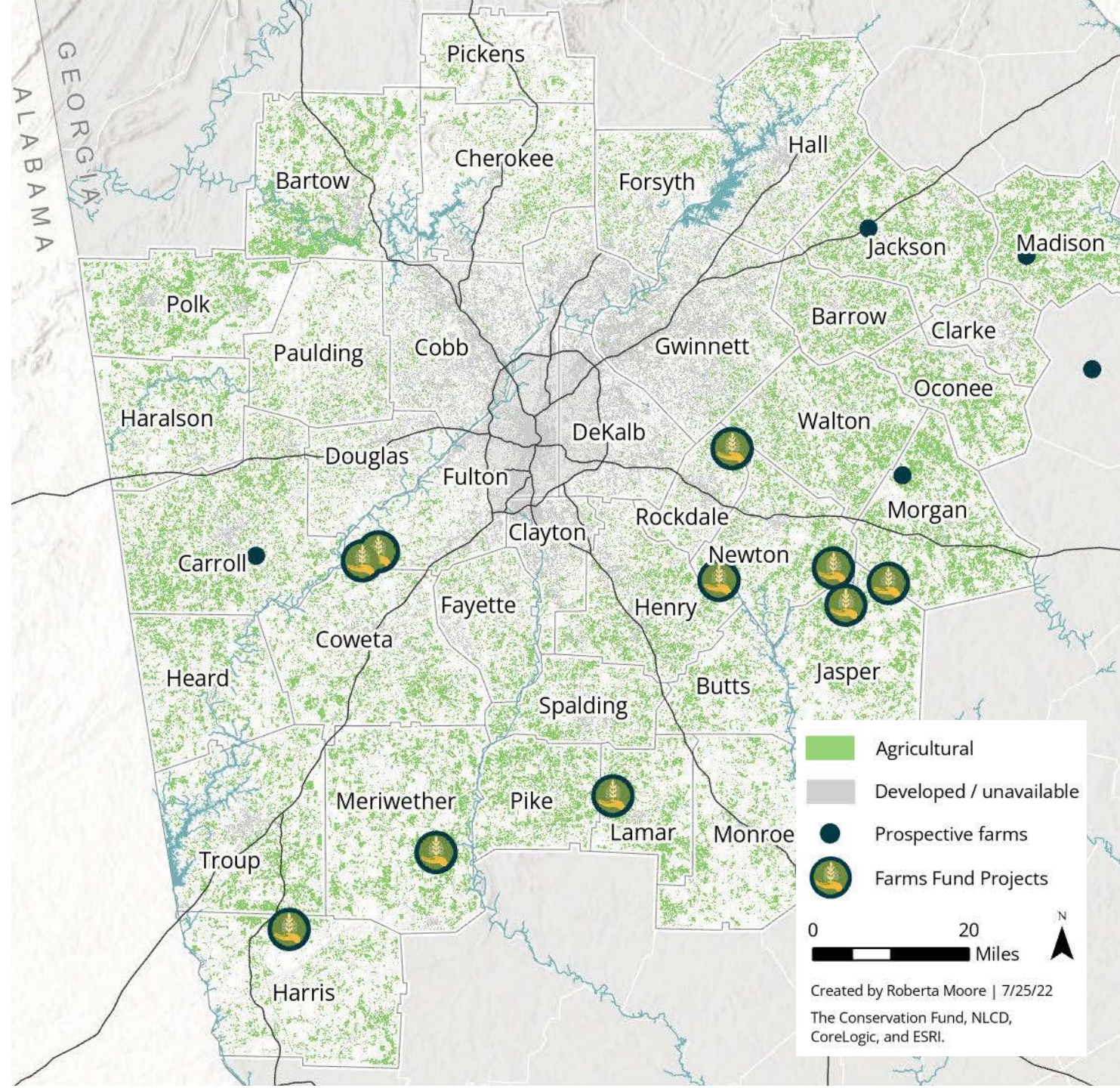




# FIRST FARMS

## Rural edge of 37-county metro Atlanta initial target geography

- 50,000 acres of farmland at risk of conversion within five years
- Farms established in 6 counties of the 37 county project area
- Building network of 80 farms serving Atlanta in the next 10 years



# COMMITMENT FROM MARKET PARTNERS

Institutional buyers  
stepping up to change  
the food system





# FARM PARTNERS

Investing in innovative and entrepreneurial farm businesses



- 3x farmer expansion
- 15 cultural groups served
- 22 acres

**GLOBAL GROWERS  
NETWORK**  
Conyers, GA





## • NEWEST FARM ACQUISITION IN ATHENS, GA

- Assisted long time farm manager with land purchase
- 50 acre farm



# FARM PARTNERS

Investing in innovative and  
entrepreneurial farm businesses



**WOODLAND GARDENS**  
Athens, GA



# FARM PARTNERS

Investing in innovative and entrepreneurial farm businesses



- 140,000 lbs of food in year 3
- Increased business revenue 2x
- 68 acres

**LOVE IS LOVE  
COOPERATIVE FARM  
Newton County, GA**



- 3x acres in production in 2 years
- 4x projected revenue in 3 years
- 44 acres



# FARM PARTNERS

Investing in innovative and entrepreneurial farm businesses



**DEEP ROOTS**  
**Union County, NC**



- Pastured egg and livestock
- 9 family members cultivating success
- 90 acres

# FARM PARTNERS

Investing in innovative and  
entrepreneurial farm businesses



**LOCAL LANDS**  
Milner, GA



# FARMS FUND IMPACTS TO DATE

19

FARMS

1,440

ACRES

34

FARMERS

\$18.5M

in Land  
Value  
Secured

\$409K

Invested Directly  
in On-Farm  
Infrastructure

40%

of Farm  
Owners are  
Women

60% of Farm Owners are BIPOC  
(Black, Indigenous, and People of Color)

\$13M

Dollars  
from USDA







***“Having the Working  
Farms Fund believing in us has  
made all the difference.”***  
-Raphaela Ysrael, Atlanta Harvest