

FARMLAND ACCESS RESOURCE GUIDE

Beginning Farmers

- [Center for Environmental Farming Systems](#) (CEFS) provides agricultural research, extension, and education for NC. They also have an excellent [New Farmer Land Access Toolbox](#).
- [Virginia Beginning Farmer and Rancher Coalition Program](#) has an excellent online index of webinars they produce that cover a range of topics on land access, beginning farmers, marketing, record keeping, credit access, and farm transition.
- [USDA New Farmers](#) shares their expertise, advice on getting started, and a roadmap on how USDA can partner with new farmers or ranchers as you begin or expand your business. USDA offices are located across the country, throughout the communities that they serve. The [Access to Land and Capital](#) page is especially helpful, as well as the [Inventory Farmland Property for Purchase](#). Beginning farmers are given first priority to purchase these properties at the appraised value.

Business Planning

- *Online Resources*
 - [Ag Plan](#) is a free service of the University of Minnesota, which helps rural business owners develop a business plan, with tips & resources, sample business plans, and the ability to share with reviewers, print and download your plan.
 - [Veggie Compass](#) provides tools for whole farm profit management tools and workshops. Their tools are designed to help growers improve on-farm decision making and financial farm planning.
 - U.S. Small Business Administration website
- *One-on-One*
 - SCORE.org: free business advice from retired professionals
- *Courses*
 - NE Beginning Farmers Project: www.nebeginningfarmers.org/online-courses
 - Holistic Management International: yearly courses
 - Farm Beginnings course: offered locally once a year at Organic Growers School
 - Other business planning resources:
 - Mountain BizWorks small business classes in Asheville, NC

Finding Farmland

- Southeast Farm Linking programs:
 - WNC Farm Link
 - NC FarmLink
 - Virginia Farm Link Database
- North Carolina Land trusts (with a focus on farmland)
 - Southern Appalachian Highlands Conservancy has a farmland protection program that aims to preserve agricultural farmland through working lands conservation easements, including an Incubator Farm.
 - Blue Ridge Conservancy
 - Foothills Conservancy of North Carolina
 - Carolina Mountain Land Conservancy
 - Highlands-Cashiers Land Trust
 - Land Trust for the Little Tennessee
 - Pacolet Area Conservancy
 - Catawba Land Conservancy
 - Davidson Land Conservancy
 - Land Trust for Central North Carolina
 - Piedmont Land Conservancy
 - Triangle Land Conservancy
 - Sandhills Area Land Trust
 - Conservation Trust for North Carolina
- County Cooperative extension offices
- Real estate sites
 - E.g. www.trulia.com; www.zillow.com

- Websites:
 - [IWANNA](#) – Classified advertising for the Carolinas. A good source of local land for sale or rent.
 - NYFC Farmers Forum: www.youngfarmers.org/forum
 - NYFC Land Link Directory: www.youngfarmers.org/landlinks
 - Agrarian Trust Land and Job Opportunities: www.agrariantrust.org
 - [Land For Good](#) provides an excellent toolbox on land access: www.landforgood.org

Financing

- *Grants*
 - [Appalachian Sustainable Agriculture Project](#) (ASAP) has compiled an extensive list of grants and loans available to farmers in the Southern Appalachian region.
 - [The Organic Growers School](#), based in Asheville, has an excellent [document](#) on state-wide cost-share, loans, grants, tax credits and other farm financing opportunities.
- *Loans*
 - [USDA Farm Services Agency \(FSA\)](#) loans can be excellent opportunities for farmers who are “unable to obtain financing from commercial lenders.” FSA gives special priority to beginning farmers, as long as there is a demand from beginning farmers for the loans.
 - [Carolina Farm Credit](#): Farm Credit representatives are very familiar working with farmers and their particular concerns. In addition to lending, they also offer financial service and advice. They are a guaranteed lender for FSA loans
 - NBT Bank agricultural lending
 - [Slow Money NC](#) provides locally supported loans to entrepreneurs in NC.
- *Crowdsourcing*
 - [Kiva Zip](#) is an innovative person-to-person lending program where you can apply for small, short-term, 0% interest loans (up to \$10,000 the first time) to help finance parts of the farm business.
 - Barnraiser
 - Kickstarter, Indiegogo, etc....
- *Resources*
 - Greenhorns: *Affording OURLand* guidebook

Farm Evaluation

- *Reading*
 - NE Beginning Farmers Project *Guide to Farming in NY*: www.nebeginningfarmers.org/2012/04/01/1-finding-a-farm-to-buy-or-lease
 - “Finding Good Farmland” by Ann Larkin Hansen
- *One-on-One*
 - Land for Good: www.landforgood.org

Legal Assistance (business structure, contracts, transactions)

- [Ag Lease 101](#) has an excellent page of different [lease forms](#), including cash, crop-share, pasture, building, machinery and livestock rental leases.
- National Ag Law Center
- Farmers Legal Action Group
- Conservation Law Foundation
- Sustainable Economies Law Center
- [Equity Trust](#), the Massachusetts-based non-profit, provides various resources related to making farmland more affordable and for expanding the community land trust model.
- Land for Good
 - Consulting on lease structures, etc....
- The Food Law Firm
- Ask local organizations and service providers for specific attorney recommendations! Andrew Branan is NC-based.

Insurance (farm, commercial, product liability) – Ask other farmers for recommendations!

- Farm Family Insurance

Managing the Business (accounting, record keeping, tax considerations)

- Farm Credit
- County Cooperative Extension offices

More Resources

- www.youngfarmers.org/policy/landaccess - subsection "Resources"
- <http://wncfarmlink.org/resources>