

Practical Farmers of Iowa is Hiring a Farmland Viability Coordinator

Practical Farmers of Iowa is seeking a diligent, respectful and passionate person to serve as a farmland viability coordinator with PFI's expanding beginning farmer team, which supports beginning farmers in getting started, and existing farmers and landowners in transferring their land or farm. For more than 35 years, Practical Farmers has worked to equip farmers to build resilient farms and communities.

This work has always been rooted in our value of welcoming everyone and creating a culture of mutual respect. We believe that a diversity of people, ideas and perspectives strengthens our ability to find creative solutions, enriches our understanding and broadens our impact. At Practical Farmers, we celebrate this diversity and are committed to ensuring that our policies and practices create an equitable and inclusive workplace. We take equal opportunity seriously, and seek to empower and support all applicants and teammates.

For more than 15 years, Practical Farmers of Iowa has actively worked to help beginning farmers start and succeed in farming. The farmland viability coordinator will be pivotal to using PFI's resources and network to support farmland seekers, farmers who want to transfer their businesses or land to another operator, and non-operating landowners.

Our members have indicated their top priority is getting beginning farmers on the land so Iowa farms will continue generation after generation, providing healthful food, profits to families, healthy ecosystems and vibrant communities. In this work, we consistently hear that access to land is the top barrier. This position is part of PFI's farm viability department, which provides business and market development, technical and financial assistance and focused policy advocacy to reduce major barriers to resilient farming.

The farmland viability coordinator will support the farm viability department and beginning farmer team by:

- 1) Providing technical assistance for farmland seekers, farmers considering a succession plan and non-operating landowners, or connecting those parties to technical assistance related to key topics required to navigate these situations (legal, financial, business, leases, negotiation, etc.).
- 2) Supporting research, development and fundraising for new business development, financial assistance and technical assistance projects to increase land access for aspiring farmers
- 3) Cultivating networks of partners, farmers and other land access and farm succession stakeholders, including planning gatherings and educational programs for these networks
- 4) Generating ideas for and supporting the creation of publications and other media (e.g. videos, podcasts) that support farmland access and farm succession, including stewarding and increasing farmland matches made via PFI's Find-A-Farmer website

Practical Farmers offers a flexible, fast-paced work environment with opportunities for independent initiative and professional development.

Duties

- Provide technical assistance to aspiring farmers, farmers considering a succession plan and non-operating landowners
- Plan and facilitate educational and networking events for farmland access stakeholders and non-operating landowners
- Grow and facilitate networks of farmland access stakeholders and non-operating landowners
- Maintain and improve PFI's Find-A-Farmer website
- Write articles and stories for PFI publications on farm transfer topics
- Support proposals for grant or fee-for-service funding opportunities
- Develop and manage partner relationships related to farmland access and farm succession that leverage both organizations' work toward PFI's farmland access goals
- Respond to general inquiries and requests for resources from PFI members and the public on land access, farm transfer and non-operating landowner topics
- Other duties as assigned or volunteered to support department or team projects

Required Qualifications and Characteristics

- Knowledge of land access, farm succession and farm transfer challenges and solutions
- Strong writing skills
- Strong customer service skills
- Good interpersonal communication skills
- Experience with Microsoft Word and Excel
- Ability to work efficiently and accurately in a fast-paced team environment
- Ability to meet deadlines
- Meticulous attention to detail and commitment to high-quality work
- Ability to give and take constructive, respectful feedback
- Ability to learn quickly

Desired Qualifications and Characteristics

- Event planning and logistics coordination skills
- Grant writing skills
- Data collection and analysis skills
- Knowledge of Midwestern agriculture and beginning farmer issues
- Knowledge of barriers and challenges for farmers of color
- Two years of professional experience



This is a full-time position that can be remote or based in our Ames, Iowa, office. The annual salary range for the position is \$44,000-\$52,000, with a starting salary of \$44,000 and opportunity for compensation increases and title advancement on an annual basis. This position requires some travel (mostly in Iowa), a valid driver's license, the ability to lift 50 pounds and the ability to walk long distances.

The position reports the farm viability senior manager. Practical Farmers is a family-friendly employer. The position includes full health care benefits, a flex plan, short- and long-term disability, life insurance and generous paid time off. Employer contribution to a 401k retirement plan is offered after one year of employment.

Please apply by completing an application form (including contact information, cover letter, resume and references) on PFI's employment page <https://practicalfarmers.org/employment> by **Friday, Jan. 28**. You will hear back about next steps in the hiring process by Feb. 4. The start date for the position is flexible, but anticipated as March 14.