

Looking for Land? Meet a Farmland Access Navigator

Joe Klingelhutz & Amber Mohr



PRACTICAL FARMERS

of Iowa

Welcome to the Farmland Access Hub

keeping **FARMLAND** for farmers & **FARMERS** on the land



you are
HERE!



click here to find some handy self assessment tools

you want to
be **THERE!**



click here to find some handy farmland search tools

we can



HELP!

click here to enlist your Farmland Access Navigator

- PARTNERS
- SUPPORT SERVICE PROVIDERS
- ◆ NAVIGATORS
- 📍 BEGINNING FARMERS

COORDINATING TEAM

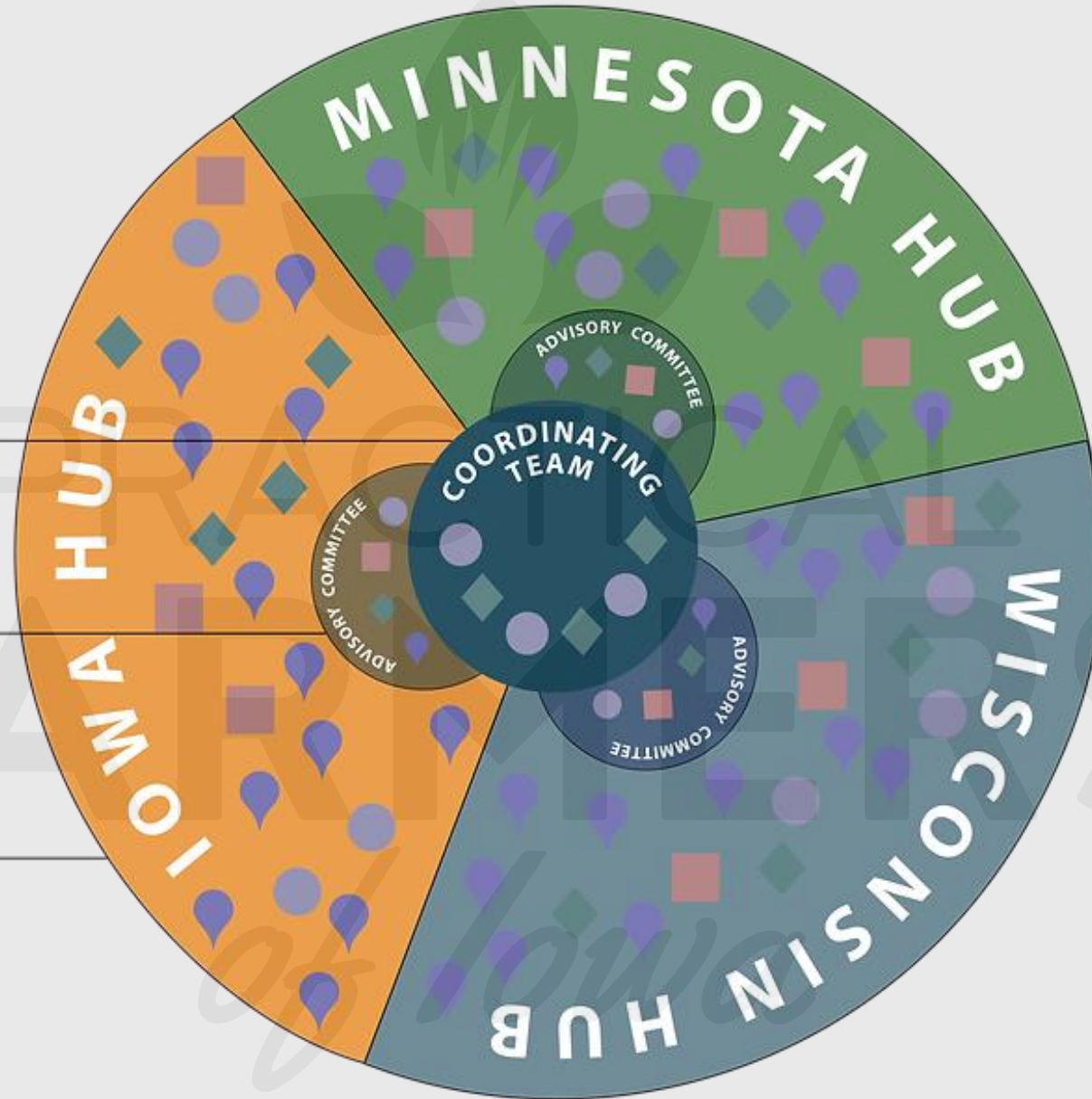
Includes CoPDs from RTC, Marbleseed, PFI, Project Coordinator, & 1 Navigator from each state

ADVISORY COMMITTEE

Each Hub has a state-specific Advisory Committee made up of at least 1 BFR, 1 Navigator, 1 SSP, 2 other Partners

STATE HUB

Each Hub has a State Coordinator:
 MN - Jan Joannides, RTC
 WI - Lori Stern, Marbleseed
 IA - Greg Padget, PFI



The Land Access Hub

Iowa Land Access Navigators



Hannah Breckbill, Decorah, IA



Amber Mohr, Avoca, IA



Monika Owczarski, Des Moines, IA



Joe Klingelhutz, Iowa City, IA

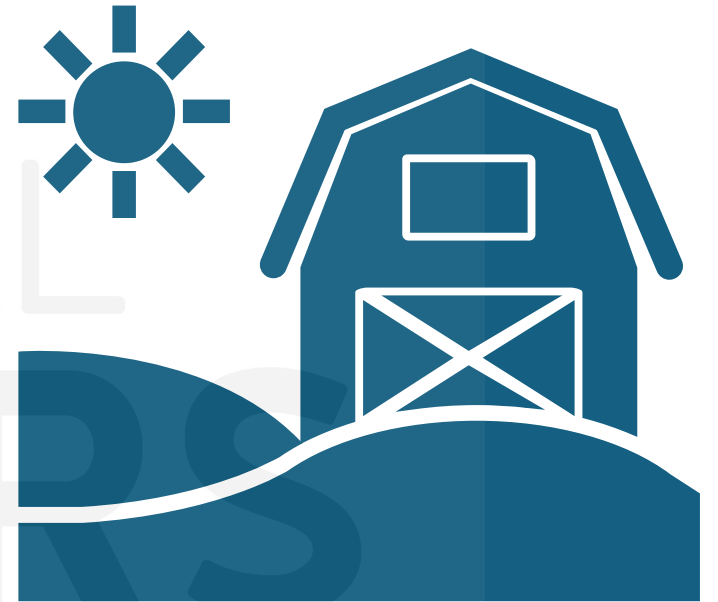
Assessing Your Land Readiness

- Financial
- Personal
- Technical



What Every Farmer Needs

- Access
- Security
- Division or Rights & Responsibilities
- Affordability
- Ways to Build & Redeem Equity



Getting Clear on the WHY?

- It is essential to consider:
 - "Why do you want to farm?"
 - "What do you hope to gain for you and/or your family by starting to farm?"
 - "What are your core values in the following areas?"
 - Family/Personal
 - Social
 - Environmental
 - Financial



Stepping into Farming

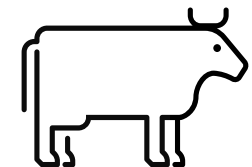
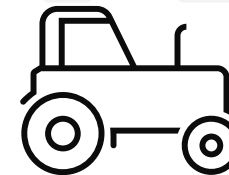
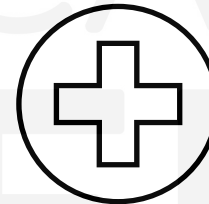
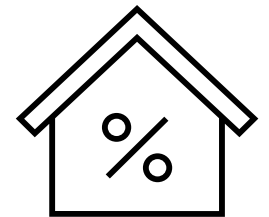
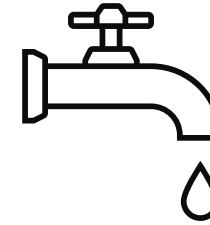
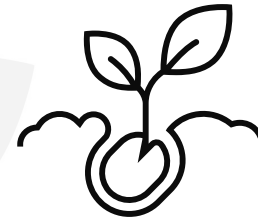
- Family Farm
- Mentorship
- Working for a farmer
- Leasing land
- Collective model
- Individual business
- Working with farmers



Financing a New Farm

What costs do beginning farmers face?

- Current loan debt?
- Housing and insurance
- Infrastructure
- Seed, livestock, equipment, etc.
- Water
- Rent
- Fuel
- Mileage to markets

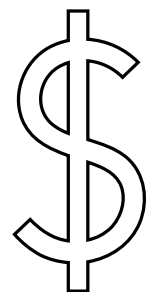
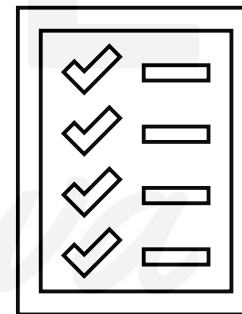
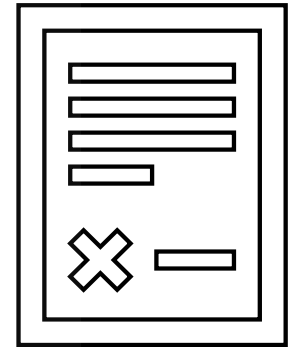
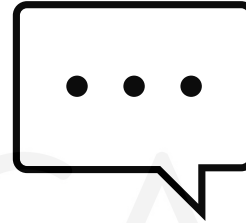


PRACTICAL
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Beginning Farmers

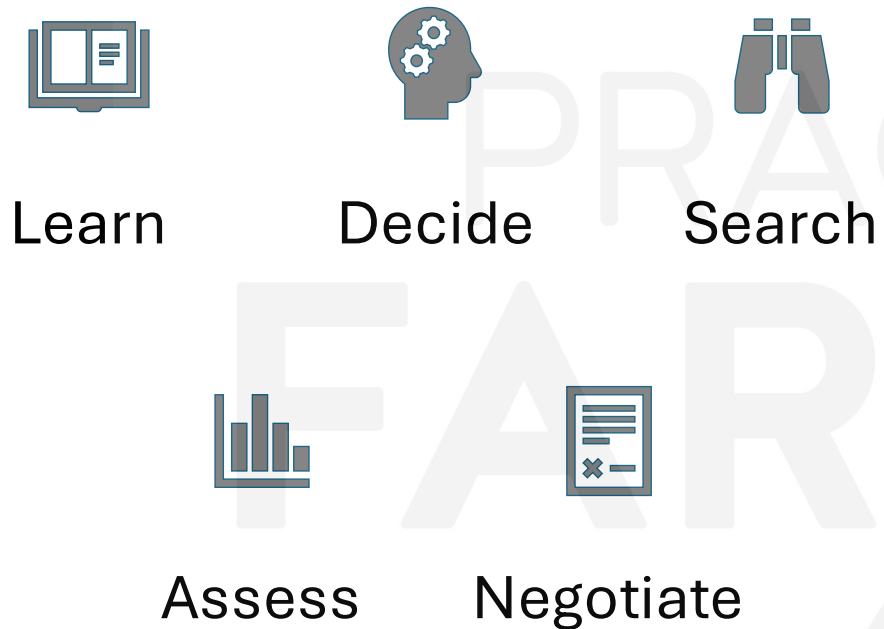
What do beginning farmers wish they knew or had when they started farming?

- Leasing experience
- Mentorship
- Discussion of long-term goals
- Land management
- Accessing capital, loans
- Business plan development
- Employee management
- Healthcare access



Adding a Land Access Navigator to Your Decision-Making Team

Land Seeker's Steps to Access



Land Navigator Role

- Facilitate
- Refer
- Support
- Evaluate
- Share

of Iowa

Conversations with a Navigator



"I would like help developing a business plan for my farm business."



"My parents would like to rent land to me for farming and I want help creating a lease."



"My current operations aren't cash flowing; I'd like help determining how to make the most out of my current acres and enterprises, or to consider if I need to scale up."



"I would like an attorney to formalize my business filing."

Example of a Client Journey



Year 1: Identify land, move to Iowa and negotiate lease.



Year 2: Prepare for financial growth and maintain land security.



Year 3: Review what is working and what is not about holistic farm management plan, renegotiate lease and consider purchasing options.



Ongoing Support: ANYTHING that can help sustain that farmer on that land.

Where to Look for Land

- PFI's Find A Farmer land matching site
- Farm Link land matching site
- MLS/Zillow
- Land Trusts (SILT in Iowa)
- Real Estate Agents
- Contacts at USDA, Extension, RC&D, FCS
- Farmer Organizations
- Farm Publications
- Craigslist/Facebook Marketplace
- **Your Own Network!!!**



Want to connect with a Navigator?

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- Visit:

www.renewingthecountryside.org/farmlandaccessnavigators



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