

Present-day Creative Land Models Reference

Category	Lease	Own	Single Business Owner	Multiple Business Owners	Short-term	Long-term	Institutional	Interpersonal	Profit	Subsistence	Capital required	Capital not required
Land Trusts - Easements		x	x			x	x		x		x	
Land Trusts - Ground Leases	x		x	x		x	x		x	x		x
Incubators	x		x		x		x		x			x
Municipal leasing	x		x	x	x		x		x	x		x
Parochial leasing	x		x	x	x			x	x	x		x
Coops & Collectives	x	x		x		x		x	x		x	
Agrivillages	x	x	x		x	x	x		x		x	x
Non-familial succession	x	x	x	x		x		x	x		x	
Nonprofit stewardship	N/A	N/A	N/A	N/A	x	x	x	x		x		x
Land returns		x		x		x		x	x	x	x	x

How to support matchmaking of farmers with land?

Start by understanding the farmer's goals.

- Why do they want to farm?
- What is their vision? What do they ultimately want to accomplish?
- Are these goals related to the intent of starting or growing a business?
- Is the purpose of farming for subsistence? If so, what kind of relationship with the land are they seeking?
- What does safety and security look like for them?
- What acreage would be ideal?
- What acreage would be a good place to start, if ideal is hard to achieve at this time?
- What resources, including relationships, are they able to contribute towards their goals?

Get to know your client.

- What is this person's story?
- What is important to them?
- Have they or their family been impacted by racial injustice, oppression, marginalization and/or exclusion from wealth building, wellness and access to basic resources (including capital)?
- Do they belong to a community that is seeking land back and/or reparations?
- What does affordable look like for them?
- Do they have the ability to access basic human necessities in modern times? Think housing, clothing, food, reliable transportation, internet and computer access, English language, etc.

Figuring out your support role.

- How can you best serve and support this person?
- Are you the best person to support this client? If not, who can you connect them with, and will you commit to ensure they received the support they were looking for?
- What skills, connections and resources do you have that you can offer to this person?
- Which other people should this person meet that you can introduce them to?
- Is your job in this situation more transactional or to serve more as a coach and guide to this person?
- What power and resources do you or your organization have that you can help shift or share to empower this person?
- What barriers exist that prevent you from supporting this person?
- What can you advocate for or attempt to dismantle so this person gets closer to achieve their goals?

The following tool is a visual guide to support your journey of connecting a farmer with land.

- The tool is not meant to find the “perfect” land access model.**
- Suggested models to try or consider are not a “one-size-fits-all”.**

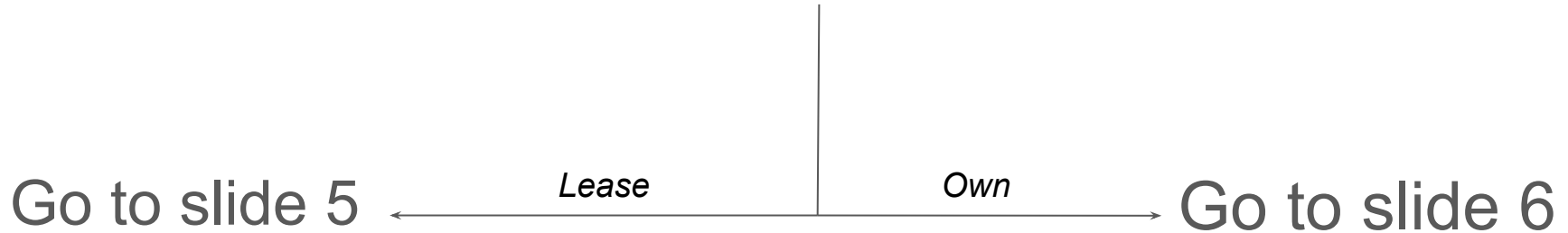
How to use the tool?

- This tool is best used when in collaboration with the farmer.
- Begin in slide 4, and follow the prompts.
- When you get to a blue box, go to slide 7 for next steps.

Notes

- ★ The nonprofit and land back/reparations models were excluded from the visual guide tool. This is because the nonprofit model is not conducive to land access by individual businesses and because the land back/reparations model should only be considered when engaging with Indigenous and/or Black folks.

Does the farmer want to
lease or own?



Farmers that want to lease

★ **START HERE**

Do they want to lease in the short-term or the long-term?

short-term

Is the farmer primarily doing business for profit or for subsistence?

for subsistence

Consider:
- Municipal leasing
- Parochial leasing⁺

long-term

Is the farmer primarily doing business for profit or for subsistence?

for profit

Are they comfortable working with institutions to acquire land or, do they prefer interpersonal developments without an institution?

prefer interpersonal developments

Try parochial leasing⁺

for profit

for subsistence

Do they have the ability to make capital investments?

Try Land Trust Ground Leasing

yes

Are multiple business owners involved?

yes

Do they have the ability to make capital investments?

no

Consider:
- Municipal leasing
- Parochial leasing⁺

yes

no

Are they comfortable working with institutions to acquire land or, do they prefer interpersonal developments without an institution?

Are multiple business owners involved?

Consider:
- Incubator
- Municipal leasing
- Parochial leasing⁺

no

Consider:
- Agrivillage^{*}

Consider:
- Land Trust Ground Lease
- Agrivillage^{*}

no

comfortable working with institutions

prefer interpersonal developments

Consider:
- Coops or collectives
- Non-familial succession

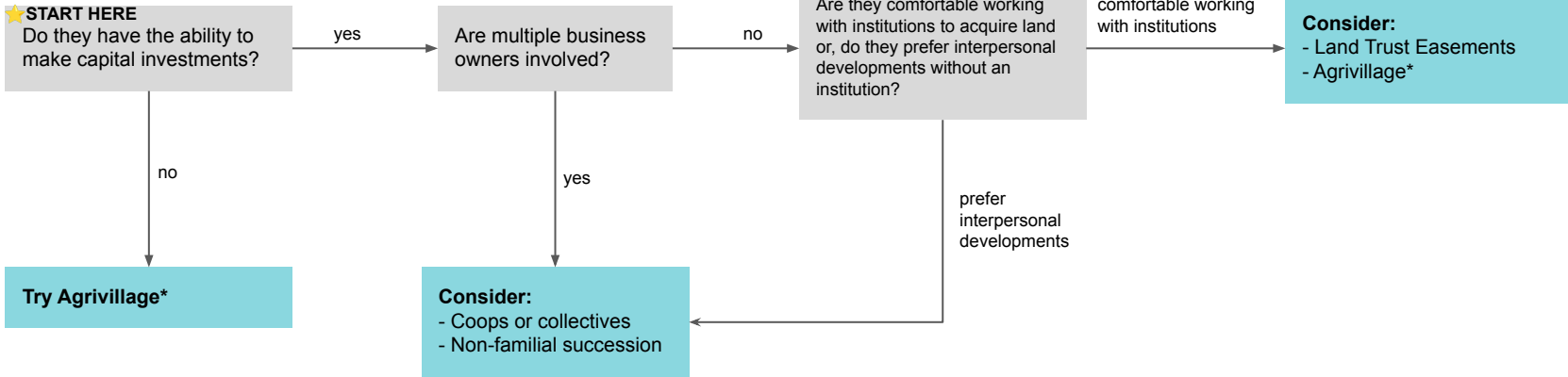
Consider:
- Land Trust Easements
- Agrivillage^{*}

NOTES

⁺ Although parochies fall under the institution of churches, depending on the parochoy, there may be less bureaucratic processes and decisions might be more relationship based with the specific church leaders.

^{*} Some agrivillages may require a capital investment.

Farmers that want to own



NOTES

* Some agrivillages may require a capital investment.

So you found a creative land model to try or consider... What now?

- Does this creative land model presently exist in your region or service area?
 - If not, are there opportunities for you to connect with others on how to build this type of opportunity?
- How can you facilitate access to this creative land model? Who can you connect the farmer with? Can you be part of the exploration process along with the farmer?
- What documentation and resources will the farmer need to pursue this creative land model? Can you support in the development of plans (e.g. business plan, food safety plan, financial projections, etc.)? What resources can you help secure or connect the farmer with to pursue this model?

Ask yourself

- What would it mean for this farmer to access this creative land model?
- How can I support the dismantling of barriers for this farmer to access this creative land model?