

# Tools for Accessing Land

January 23, 2021



PRACTICAL FARMERS  
*of Iowa*

# Finding your Farmland

Define what you are looking for

Talk about it

Be creative and open-minded

Be ready for it (skills, finances, knowledge, mentors, experience)

# Crafting a Great Pitch for Land

Identify your goal

Explain what you do

Communicate what sets you apart

Engage with a question

Put it all together

Practice

# What is Find A Farmer

Connecting landowners and landseekers to help preserve family farms.

- Launched in 2011
- Platform for anonymous land-transfer conversations to begin
- Uniqueness: Ability to share your story
- Currently 2,000+ users
- 25% land owners; 75% land seekers



# Here's How it Works

1. **Create an account**
2. **Build a profile** that describes your desired farm characteristics (as a land-seeker) or your farm's details (as a landowner)
3. **Tell your story**—what you have, what you're looking for, your values and experience; and upload photos
4. **Use the search tool** to look for landowners or land-seekers that meet your criteria
5. **Start a conversation** by adding a friend or prospect and sending a message

INFO

OWNED LAND

LAND SOUGHT

We believe in the value of family farming. We are open to partnering with our farmer in a sharecropping arrangement, if the farmer is the right fit for us.

We are looking for a farmer who has experience with organic production methods and who is willing to transition our farm to more sustainable methods including cover cropping and less reliance on chemical-intensive methods.

We are interested in growing non-GMO crops, (both non-GMO corn and beans) and we are also open to growing industrial hemp.



## CHARLEEN LYON

[ADD CHARLEEN LYON AS FRIEND](#)

Our farm has been in our family since 1919. Though originally a fruit farm operated by my grandparents, the farm was transitioned to row crops in the 1970s.

INFO OWNED LAND LAND SOUGHT

LAND 1

INFORMATION PHOTOS

**About Land** : Though our corn and soybean crops are currently grown conventionally, we would like to find a farmer to transition it to certified organic production. 73 acres of this farm are tillable, highly productive loam-based soils. The other 30 acres are timber.

**Location** : Niota Illinois, United States

**Area** : 73 to 103 Acres

**Time Frame** : 10 to 20 Years

**Key Features** : [cropland](#) [timber](#) [conventional](#) [rent](#) [electricity](#) [water](#)

# Getting Started



# Finding a Land Match Through PFI



John & Shirley Waite (left)

Trish and Bart VerEllen (right)

“We met twice before I even looked at the land,”

Bart says.

“It was important for me to understand what their goals were.”

“Bart showed up just in time,”  
Shirley says.

“There were sections of clay on the property that had been overworked and were nearly barren, but now they’re thriving. There are still weeds, but the sheep like them.”

# Filling your Toolbox

Who should be a part of your planning process?

Is there areas you need more support?

Is your toolbox stocked?

## Where to Find More....

Land for Good – Tool box for farm seekers

Farmland Access Hub – Land Access Navigators

Land Matters – resources from Farm Commons

National Young Farmers Coalition – Farmland

Calculator

# *Let's Stay in Touch!*

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