Session 1: Sowing Seeds for Growing Needs

June 13, 2014
Overview

a) Global vs Regional Agriculture
b) Economic Potential of “Local/Regional”
c) Environmental/Sustainable and Societal Benefits of Local/Regional
d) Challenges to Scaling Up Local/Regional Agriculture
e) What Local/State Agencies can do to Facilitate Local/Regional
a. Global vs Regional Agriculture

“Get Big or Get Out”
U.S. Trends in Agriculture 1900 to 1997

• 90% of all farms grew chickens in 1900.
• 5% of all farms grew chickens in 1997.
• 75% of all farms grew hogs and pigs in 1900.
• 5% of all farms grew hogs and pigs in 1997.
• 60% of all farms grew vegetables in 1900.
• <5% of all farms grew vegetables in 1997.
• 50% of all farms had orchards in 1929.
• 5% of all farms had orchards in 1997.
b. Economic Potential of “Local/Regional”

Over the past decade, the growth of direct-to-consumer food marketing across all regions far exceeded the growth of total agricultural sales. From 1997-2007 direct-to-consumer food marketing grew by 104.7 percent in the United States, while total agricultural sales increased by only 47.6 percent (Chart 2).

Chart 2: Growth of Direct-to-Consumer Food Marketing by Region, 1997-2007

Source: Compiled by USDA Agricultural Marketing Service from 2007 Census of Agriculture data
b. Economic Potential of “Local/Regional”

Why is ‘Buy Local’ Important?
b. Economic Potential of “Local/Regional”

The Seeds of a New Generation

By MICHAEL MOSS  FEB 4, 2014

Tim B. Slepicka is among the farmers learning more about growing fruits and vegetables.
Nathan Weber for The New York Times

John D. Jackson lives in the heart of the Corn Belt, where most of the corn has nothing to do with sweet kernels on the cob. His farm in Southern Illinois typically grows field corn, the high-starch variety that is turned into ethanol and cattle feed. He also works as a logistics manager for Archer Daniels Midland, the agricultural giant that produces the other big artifact of this crop: high fructose corn syrup.
c. Environmental/Sustainable and Societal Benefits of Local Food Security

Beyond a reasonable drought: California’s dry spell could be the worst in 500 years

By Alex Park and Julia Lurie

c. Environmental/Sustainable and Societal Benefits of Local
c. Environmental/Sustainable and Societal Benefits of Local

As you shorten the distance between the consumer and producer, you increase the consumer’s power to know and influence the quality of food.” – Wendell Berry

“Living as we now do in almost complete dependence on a global economy, we are put inevitably into a position of ignorance and irresponsibility.” – Wendell Berry
d. Challenges to Scaling Up Local/Regional Agriculture
d. Challenges to Scaling Up Local/Regional Agriculture

Reasons why there are not more farmers

• Access to land
• Access to capital
• Training opportunities
• Price of land in Maryland
• Competition for land
National Young Farmers Coalition Report Recommendations

• Public funds should go to easements that keep farms in production.

• All must work together to expand funding for innovation protection projects.

• States should adopt incentives to encourage landowners to transfer land to beginning farmers.

• Land trusts should target beginning farmers as conservation buyers and partners.
Welcome to Maryland FarmLINK!

Maryland FarmLINK helps Maryland farmers sell or buy farmland, mentor novice farmers and find important farming news and information. By providing valuable workshops & more for new and established farmers, Maryland FarmLINK can help keep the region’s farmland productive and the agricultural economy strong and vibrant.

Take Our Surveys: Want to Buy or Lease a Farm? | What is the Future of Your Farmland?
d. Challenges to Scaling Up Local/Regional Agriculture

What do specialty crop farmers need?

• Access to water
• Access to housing
• Assistance with zoning and covenant issues
• Help with finding the right leasing documents
• Access to loan resources
# Welcome to the Property Exchange

Properties must meet the Maryland Farmlink Criteria.

See sample lease documents. You can also view a List of Realtor Course Graduates

## Available Properties

<table>
<thead>
<tr>
<th>Date</th>
<th># Acres</th>
<th>Property Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>03/29/14</td>
<td>105</td>
<td>The Martin Farm</td>
<td>$465,000</td>
</tr>
<tr>
<td>03/28/14</td>
<td>16</td>
<td>21601 Keller Rd., Freeland Md. 21053</td>
<td>$619,900</td>
</tr>
<tr>
<td>03/28/14</td>
<td>59</td>
<td>Crop Land</td>
<td>For Lease</td>
</tr>
<tr>
<td>03/28/14</td>
<td>73</td>
<td>Beautiful farmland near Sugarloaf</td>
<td>$950,000</td>
</tr>
<tr>
<td>03/24/14</td>
<td>152</td>
<td>152 Acres in Ijamsville, MD</td>
<td>For Lease</td>
</tr>
<tr>
<td>03/21/14</td>
<td>80</td>
<td>Farm for lease along with a house for rent</td>
<td>For Lease</td>
</tr>
<tr>
<td>03/13/14</td>
<td>2</td>
<td>1.6 acre field for lease</td>
<td>For Lease</td>
</tr>
<tr>
<td>03/11/14</td>
<td>40</td>
<td>40 Acres of Farmland available for lease in Dorchester County</td>
<td>For Lease</td>
</tr>
</tbody>
</table>
Zoning Tutorial for New Farming Enterprises

A Maryland FarmLINK Assistance Guide

Jump to...

1. SUBURBAN DEVELOPMENT AND ZONING IMPACTS ON FARMING
2. COMPREHENSIVE PLANS
3. COUNTY ZONING DISTRICT MAPS
4. ZONING ORDINANCES AND OTHER LAND USE RESTRICTIONS
5. DEFINITIONS AND INTERPRETATIONS
6. LINKS TO ALL MARYLAND COUNTY AND BALTIMORE CITY COMPREHENSIVE PLANS, ZONING MAPS AND ZONING ORDINANCES (AS OF 4/2012)
7. CONCLUSION
8. APPENDIX: SUGGESTED LETTER TO A COUNTY ZONING DEPARTMENT

Suburban Development and Zoning Impacts on Farming

Over the last 70 years or so, farmland acres have dwindled in most Maryland counties as suburban development extended from Washington D.C., Baltimore, and Dover, Delaware. Suburbanization came commercial development. Gradually, residential developments, and commercial business and use of land uses over broad expanses of rural counties.
Guide to Land Preservation in Maryland
(Land Sales, Purchase and Leasing)

A Maryland FarmLINK Assistance Guide
Lease Agreements

Note: This information is intended to provide general information about legal issues in agricultural leasing and should not be construed as providing legal advice. It should not be cited or relied upon as legal authority. State laws vary and no attempt is made to discuss laws of states other than Maryland. For advice about how the issues discussed here might apply to your individual situation, you should consult an attorney.

Introduction

According to USDA's National Agricultural Statistic Service (NASS), agricultural producers lease over 42 percent of all agricultural land in Maryland, or 865,692 acres in 2007 (Ag Census, 2007). Leases for agricultural real estate, equipment, and/or livestock take different forms to meet the needs of the landlord and the tenant. This guide provides an overview of various land leasing issues facing agricultural landowners and agricultural land tenants and raises issues important from both a landowner's and tenant farmer's perspective.

AGRICULTURAL LEASING IN MARYLAND

Agricultural Leasing in Maryland Publication (FULL TEXT)

TABLE OF CONTENTS
A Realtor’s Guide to Selling or Leasing Farmland

A Maryland FarmLINK Assistance Guide

Introduction
Mentor Match Program

The Maryland FarmLINK Mentor Match Program pairs experienced farmers (mentors) with new or transitioning farm owners/operators (mentees) for one-on-one training, advice and interaction. The year-long mentoring experience is enhanced with support from the Maryland FarmLINK Mentor Team, which provides technical assistance in farm production, business management, regulations, marketing and funding resources. Applications to the Mentor Match Program are accepted throughout the year.

Target areas. During its 2013 pilot phase, the program will focus on mentoring in the following targeted areas: vegetable production (organic and conventional), pasture-raised poultry and rabbits, wine grapes and agritourism.

MENTEE eligibility and responsibilities. To be eligible for the program, mentees must have no more than ten years’ experience as a farm owner or operator and have an interest in cultivating skills in the target areas listed above. There is no charge to apply or be in the program. If a mentor match is found, the mentee’s responsibilities will include the following:
c. Environmental/Sustainable and Societal Benefits of Local

**Agritourism Sales - 2007 and 2012**

- **Southern MD Counties - Calvert data not available**
c. Environmental/Sustainable and Societal Benefits of Local

**Change in Agritourism Sales: 2007 to 2012**

<table>
<thead>
<tr>
<th>County</th>
<th>Change 2007-2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anne Arundel</td>
<td>69%</td>
</tr>
<tr>
<td>Charles</td>
<td>145%</td>
</tr>
<tr>
<td>Prince George's</td>
<td>444%</td>
</tr>
<tr>
<td>St. Mary's</td>
<td>186%</td>
</tr>
<tr>
<td>Southern MD</td>
<td>142%</td>
</tr>
<tr>
<td>Calvert</td>
<td>Data not available</td>
</tr>
</tbody>
</table>

Note: Maryland data not available.
c. Environmental/Sustainable and Societal Benefits of Local

Value of Ag Products Sold Directly to Individuals for Human Consumption- 2007 and 2012

Anne Arundel  Calvert  Charles  Prince George's  St. Mary's

2007 2012
c. Environmental/Sustainable and Societal Benefits of Local

Percentage Change in the Value of Products Sold Directly to Individuals for Human Consumption: 2007 to 2012

- Anne Arundel
- Calvert
- Charles
- Prince George's
- St. Mary's
- Southern MD
- Maryland
A New England Food Vision

- Healthy Food for All
- Sustainable Farming and Fishing
- Thriving Communities
The New American Foodshed

It's a TRIPLE-BOTTOM-LINE world for entrepreneurs in the New American Foodshed: Social, ecological, and local economy outcomes matter.
What can regional food system advocates do?

• Enable farmers to develop value-added crops and agritourism ventures – zoning and health regs.

• Make sure that land preservation easements/covenants do not stymie future trends in agriculture.

• Make sure that zoning regulations allow for enough farm housing and access to water.

• Update your plans to include a BIG vision for regional agriculture