

Landowner Name(s):

We'll start by listing some possible areas of concern regarding your farm property in order of importance to you. There are no right or wrong answers, and it is important to recognize your needs as much as your values. Arrange the concerns listed in the left column in the order of importance to you in the spaces provided to the right. Feel free to add concerns that are not listed. We'll next answer a few questions about the land and your relationship to it.

Income

Nutrient Management

Soil Conservation

Water quality

Mitigating climate change

Independence from farm operations

Assisting a new farmer

Permanent protection of natural resources

Permanent protection as a farm

Wildlife habitat

Recreation for you and your family

Public access for recreation

Community Economic Development

Questions to ask yourself

These questions and answers are meant as examples of some issues you might consider. Your particular situation could require other considerations. You can download and print this resource as a worksheet for future reference and to use in discussions with your advisors and tenant.

What are your long-term plans for the property?

- 1 Sale?
- 2 Development?
- 3 Transfer to family?
- 4 Agricultural or Conservation easement?

5 _____

What are the characteristics of the property?

- 1 Highly erodible land (HEL)?
- 2 Wetlands?
- 3 Floodplains?
- 4 Karst Topography?
- 5 Wildlife Habitat?
- 6 Existing conservation problems?

7 _____
8 _____
9 _____

Do you have room for flexibility regarding rental income?

- 1 Can you afford to reduce the rent?
- 2 Can you afford to share certain expenses?
- 3 Can you share any of the risk (and reward)?
- 4 No, I rely on rental payments as my primary income.

Do you have the time, experience, or desire to participate in the management aspects of the farm operation, and if so, what aspects of the operation are you interested in?

- 1 Operational decision-making?
- 2 Organic certification?
- 3 Marketing?
- 4 Participation in federal farm programs?

Do you have specialized equipment the farm operator can use?

Can you provide secure land tenure, or a long-term lease?

- 1 No, only one or two years
- 2 Yes, three to ten years
- 3 Yes, ten years or more

Are you interested in assisting a new farmer?

Are you willing to allow public recreation on the site?

Are you willing to allow on-farm marketing?

Are you interested in leasing to a smaller diversified operation?

Do you want to transition to organic production?

What particular concerns do you have regarding the sustainability of your farmland?
(Again, the answers here are by no means an exhaustive list.)

- 1 Conservation of soil and other on-farm resources (This link provides a series of questions to help determine how you can encourage the conservation of farm resources.)
 - 2 Integrating livestock
 - 3 Rejuvenating neglected land
 - 4 Woodlot management
 - 5 Improving water quality
 - 6 Mitigating climate change
 - 7 Increasing biodiversity
 - 8 Wildlife habitat
 - 9 Encouraging integrated pest management
 - 10 _____
 - 11 _____
 - 12 _____
-

Are there any restrictions on the use of the property?

- 1 Existing leases?
- 2 Easements?
- 3 Zoning restrictions?
- 4 _____
- 5 _____
- 6 _____

Is an agricultural lease the right choice for you?

- 1 This will largely depend on the answers to several of the questions above. For instance, if you are not dependent on income from leasing the property, place a high value on wildlife or other conservation concerns, wish to retain rights for private recreation, and the land is not well-situated for agricultural production you might find a conservation easement more appealing.
- 2 Conservation easement?
- 3 Custom farming?

After examining your own priorities it is time to talk to the tenant. Remember, setting priorities to discuss with the tenant rather than deciding on a rigid plan is more likely to result in a win/win situation and a longer, more sustainable tenancy.
