



*VIRGINIA DEPARTMENT
OF AGRICULTURE AND
CONSUMER SERVICES*

OFFICE OF FARMLAND PRESERVATION
ANNUAL REPORT

December 1, 2010

EXECUTIVE SUMMARY

This report presents the primary accomplishments of the Office of Farmland Preservation (OFP) for the period December 1, 2009 through December 1, 2010.

Significant accomplishments for this reporting period include the following:

- OFP continued to work with key agricultural, conservation and governmental partners to refine the allocation process for state matching funds to local purchase of development rights (PDR) programs;
- To date, \$5.15 million has been allocated to 16 local PDR programs;
- OFP worked with local PDR programs to permanently preserve 4,047 acres of working farm and forest lands in 11 localities. OFP provided \$4.34 million of the \$11.51 million in purchase price and transaction costs paid for these easements;
- OFP delivered ten presentations/workshops to a wide variety of audiences. Topics included OFP, PDR programs, farmland preservation tools/techniques, conservation easements, use value assessment, farmland loss data and the Virginia Farm Link Program.
- OFP provided additional technical assistance to farmers, local and state governments, agricultural and conservation organizations, concerned citizens and others through the updating and significant revision of information on the OFP Web page, a new brochure, the OFP travel display, and by phone.
- OFP continued to oversee the Virginia Farm Link database. Since May 2008, 87 active farm owners have received 103 individual requests from 308 active farm seekers interested in discussing various transition options with them.
- OFP conducted a second survey of farm owners and farm seekers participating in the Virginia Farm Link database to determine the effectiveness of this database.
- OFP has allocated \$81,410 to Virginia Cooperative Extension since December 2008 designed to help farm families and their service providers transition farms and farming operations to the next generation.

The amount of state funding for local PDR programs has continued to decline in FY 2011, and this trend also is evident at the local level. Given the increasingly difficult state and local budgets, however, OFP still expects to see some additional demand for technical assistance from localities interested in developing new PDR programs, as well as other types of farmland preservation programs such as transfer of development rights (TDR), agricultural and forestal districts, and use value assessment. VDACS is currently in the process of allocating the \$100,000 available in FY 2011 state matching funds to local PDR programs. Eight localities with roughly \$21 million available in local matching funds submitted their fiscal and program certification applications by the October 22, 2010 deadline.

OFP also plans to expand its farm transition efforts in the future. In addition to continuing to provide workshop funding to Virginia Cooperative Extension and working with them on their farm transition workshop efforts, OFP plans to replicate its own farm transition workshop series in 2011. Finally, OFP expects to ramp up the marketing of the Virginia Farm Link database, and to increase both the number of farm owners in the database and the quality of the contacts between farm seekers and farm owners.

OVERVIEW

The 2000 Appropriation Act provided \$115,000 (\$65,000 for FY 2001 and \$50,000 for FY 2002) to the Virginia Department of Agriculture and Consumer Services (VDACS) to establish the Virginia Agricultural Vitality Program. The 2001 Session of the Virginia General Assembly added § 3.1-18.9 through § 3.1-18.12 to the Code of Virginia (this was recodified in 2008 as § 3.2-200 through § 3.2-203), which continued the Virginia Agricultural Vitality Program as the Office of Farmland Preservation (OFP). The original funding allocated for OFP was eliminated during the budget reductions that occurred in FY 2002 and FY 2003, and new funding for OFP was not secured again until 2006. The 2006 Appropriation Act provided \$305,000 (\$225,000 in FY 2007 and \$80,000 in FY 2008) and one full-time equivalent (FTE) for the Office of Farmland Preservation. The first Coordinator for OFP was hired in January 2007.

Section 3.2-202 of the Code of Virginia requires that the Commissioner of VDACS submit a written report on the operation of OFP to the chairmen of the House Committee on Agriculture, Chesapeake and Natural Resources, and the Senate Committee on Agriculture, Conservation and Natural Resources by December 1 of each year.

The following are the specific powers and duties of OFP, as established in § 3.2-201 of the Code of Virginia. (These powers and duties now include #4, which was added by Chapter 389 of the 2009 Acts of Assembly):

- “1. To develop, in cooperation with the Department of Business Assistance, the Virginia Farm Bureau Federation, the American Farmland Trust, the Virginia Land Conservation Foundation, the Virginia Outdoors Foundation, the Virginia Association of Counties, and the Virginia Cooperative Extension: (i) model policies and practices that may be used as a guide to establish local purchase of development rights programs; (ii) criteria for the certification of local purchase of development rights programs as eligible to receive grants, loans or other funds from public sources; and (iii) methods and sources of revenue for allocating funds to localities to purchase agricultural conservation easements;
2. To create programs to educate the public about the importance of farmland preservation to the quality of life in the Commonwealth;
3. To provide technical, professional, and other assistance to farmers on matters related to farmland preservation;
4. To provide technical, professional, and other assistance to local governments interested in developing additional farmland preservation policies and programs. Such policies and programs shall include (i) use value assessment and taxation pursuant to §§ [58.1-3230](#) and [58.1-3231](#); (ii) transfer of development rights pursuant to Article 7.1 (§ [15.2-2316.1](#) et seq.) of Chapter 22 of Title 15.2; (iii) agricultural and forestal districts pursuant to Chapter 43 (§ [15.2-4300](#) et seq.) of Title 15.2; and (iv) establishment of local lease of development rights; and
5. To administer the Virginia Farm Link program established pursuant to § 3.2-202.”

In addition, § 3.2-201 was expanded in 2008 to include the following additional language regarding the allocation of state matching funds to local purchase of development rights (PDR) programs:

“State grants shall be distributed to local purchase of development rights programs under policies, procedures, and guidelines developed by the Office of Farmland Preservation. In general, for each \$1 in grant moneys awarded by the Office, the applicable local purchase of development rights program of the county or city shall be required to provide a \$1 match. However, as part of these policies, procedures, and guidelines developed by the Office, the Office shall include incentives that recognize and encourage counties and cities participating in use value taxation pursuant to Article 4 (§ [58.1-3229](#) et seq.) of Chapter 32 of Title 58.1.”

By establishing the Virginia Agricultural Vitality Program, and subsequently OFP, the General Assembly was attempting to address two issues that threaten the future viability of the Virginia agricultural sector. The first of these challenges is the aging farm population and the difficulty young farmers have when entering the profession. Statistics describing this problem are quite dramatic. The average principal farm operator in Virginia is 58.2 years of age. Previous estimates from economists at Virginia Tech indicated that more than 70 percent of Virginia farmland and a significant percentage of Virginia’s farm businesses are expected to be transitioned over the next 15 years. At the same time, research from OFP indicates that many Virginia farmers are not planning for this transition. During the period January through March 2002, OFP sponsored a survey of 1,500 Virginia farmers, with the intent of determining how many had plans for the transition of their farm businesses to the next generation of farmers. This survey was part of a larger strategy adopted by the International Farm Transition Network (IFTN) to develop conclusions about the state of farm retirement planning in the United States, Europe and Japan. This survey shows that of the 512 Virginia farmers that responded, 76 percent either do not plan to retire at all or only plan semi-retirement. Of those 24 percent of farmers who plan to retire, only 30 percent have as yet identified a successor.

The second challenge relates to the rapid loss of farm and forest lands to developed uses in Virginia. The Farmland Information Center (FIC) recently released new data showing the rate of farmland lost to development in Virginia. The FIC, a clearinghouse for information about farmland protection and stewardship authorized by the federal Farmland Protection Policy Act (FPPA), is a public/private partnership between the USDA Natural Resources Conservation Service (NRCS) and American Farmland Trust (AFT). According to the recent numbers from the FIC, between 1997 and 2002, Virginia lost 81,500 acres of agricultural land directly to developed uses. That loss of agricultural land slowed to 60,800 acres between 2002 and 2007. A similar trend occurred when looking at other rural lands as well. When looking at agricultural land, forestland and other rural lands combined, Virginia lost 274,900 acres directly to developed uses between 1997 and 2002, and 206,700 acres between 2002 and 2007. While the good news is that the rate of decline appears to have slowed, this continued fragmentation of farm and forest lands puts pressures on farmers and foresters who now face a public that is increasingly divorced from agriculture, and who are not accustomed to the sights, sounds and smells associated with working lands.

ACCOMPLISHMENTS

The following are the accomplishments of the office during December 1, 2009 – December 1, 2010:

ADMINISTERING PDR MATCHING FUNDS

Since opening in 2007, OFP staff has worked with local governments, farm and conservation organizations, and other interested parties to establish local purchase of development rights (PDR) programs. PDR programs compensate landowners that permanently preserve their land by voluntarily placing a perpetual conservation easement on the property. Twenty-two local PDR programs exist to date in Virginia (Washington County established its program in July 2010), 16 of which have some level of local funding currently available (see Appendix 1).

The 2007 budget amendment provided OFP with \$4.25 million in state matching funds for the 2006-2008 biennium. OFP allocated these funds in February 2008. These funds were to be used to match local funds from certified local PDR programs. This funding was significant, as it was the first time that the Commonwealth of Virginia provided state funds to match local PDR efforts. An additional \$500,000 was approved for FY 2009, \$400,000 for FY 2010 and \$100,000 each for FY 2011 and FY 2012.

OFP worked with key stakeholders to develop a two-part certification process for these funds. The first part was a certification of the amount of local matching funds that the locality had available for their PDR program. The second part was an application to certify the elements of the local PDR program, based on *A Model Purchase of Development Rights (PDR) Program for Virginia*, which was developed by the State Farmland Preservation Task Force in 2005.

For the FY 2010 state matching funds grant round, the Office of Farmland Preservation allocated \$400,000 in new state matching funds and \$235,973 in reprogrammed FY 2008 and FY 2009 funding. (Cumberland County no longer had a local match equal to the \$100,000 awarded in FY 2008 and \$1,000 awarded in FY 2009, and Frederick County no longer had a local match equal to the \$134,973 in FY 2008 funds remaining.) Localities had until October 23, 2009 to submit their fiscal and program certification form. Nine localities met the fiscal and certification deadline for FY 2010 funding. These nine localities certified that they had a total of more than \$42 million in non-state funding (\$8,241,420 in FY 2010 and \$33,878,972 from previous years) available to match state funds.

To determine the state matching fund amount for each locality in FY 2010, OFP divided the reallocated amount of \$234,973 in FY 2008 funds only among those localities that: 1) applied for the FY 2008 certification, 2) demonstrated at that time a local match higher than the amount originally available from VDACS, and 3) did not return any FY 2008 funding. The same requirements applied for the \$1,000 in FY 2009 funds. These reallocated funds were added to the share of the \$400,000 in FY 2010 funds that each locality was eligible to receive. These funds were available to certified localities, however, only to the extent that they were able to provide an equal match using local funds. The remainder of the state funds that were not matched by each local program again was divided in a second round and allocated in a similar way. These initial allocations for FY 2010 were awarded to localities in December 2009 (see Appendix 2).

Localities have up to two years from the execution of the Intergovernmental Agreement (IGA) between the locality and VDACS to go to closing on approved agricultural conservation easements (see Appendix 3). Prior to going to closing, each locality must submit the individual easement to VDACS for review by OFP and the Office of the Attorney General. Once VDACS approves the easement language, localities may go to closing and submit to VDACS a claim for reimbursement form for up to 50 percent of the total “reimbursable costs” allowed by the IGA.

VDACS did make one policy change this year as it related to the reprogramming of unspent funds from previous years. As of June 30, 2009, only \$751,000 of the original \$4.25 million allocated in FY 2008 had been reimbursed to local PDR programs. In February 2010, after discussing this issue with the Secretary of Agriculture and Forestry based on questions he received from legislative staff, OFP sent an e-mail to the 14 certified local PDR programs indicating that all of the FY 2008 funds needed to be spent by June 30, 2010.

At that time, OFP staff conducted numerous discussions with VDACS staff, local PDR managers and other key partners to review options for spending down the remaining FY 2008 funding. As a result, OFP decided to give localities with remaining FY 2008 funding until May 28, 2010, to go to closing on and to record an approved agricultural conservation easement. Those localities that either closed on an easement prior to that date, but whose claim for reimbursement form has been put on hold subject to any additional funds; or who closed on a easement by that date, and whose possible reimbursement amount from OFP was greater than the FY 2008 funds currently available, would be eligible for the reprogrammed FY 2008 funding. The additional FY 2008 funding would then be divided equally among eligible localities, to the extent that the additional funds may be used on easements that were recorded by the May 28, 2010 deadline. OFP and the locality then had four weeks to amend the Intergovernmental Agreements (IGAs) to reflect the reprogrammed funding, complete the reimbursement process and send out the FY 2008 funds.

A total of \$1.25 million of the original \$4.25 million in FY 2008 funding was reprogrammed, with four localities (the counties of Albemarle, Clarke, Fauquier and Isle of Wight) receiving this additional funding from six localities (the cities of Chesapeake and Virginia Beach, and the counties of Goochland, James City, New Kent and Rappahannock) (see Appendix 4).

As of October 28, 2010, \$4,338,252.38 in state matching funds administered by the Office of Farmland Preservation has been used in part to permanently protect 4,046.59 acres (27 easements) in partnership with 11 local PDR programs (see Appendix 5).

VDACS currently is in the process of allocating the \$100,000 available in FY 2011 state matching funds to local PDR programs. Eight localities with almost \$21 million available in local matching funds (\$9.2 million for FY 2011, and \$11.7 million from previous years) submitted their fiscal and program certification applications by the October 22, 2010 deadline (see Appendices 6 and 7). OFP staff will be working to formally release these funds by December 31, 2010.

PROVIDING TECHNICAL ASSISTANCE AND EDUCATION ON FARMLAND PRESERVATION

Since the opening of OFP in January 2007, staff has been consistently asked to provide technical assistance to local and state governments, agricultural and conservation organizations, individual landowners and farmers, and others interested in learning more about farmland preservation in Virginia.

The following are efforts by OFP to provide technical assistance and outreach on farmland preservation issues from December 1, 2009 to December 1, 2010:

Presentations: OFP delivered ten presentations/workshops to a wide variety of audiences. Topics included OFP, PDR programs, farmland preservation tools/techniques, conservation

easements, use value assessment, farmland loss data and the Virginia Farm Link Program (see Appendix 8).

Website: OFP continued to provide updated information on its website at www.vdacs.virginia.gov/preservation. In August 2010, OFP released a significantly revised and reorganized website that makes navigation clearer and information easier to find. The website provides information on the office, as well as the issues and challenges related to the loss of Virginia's working farm and forest lands. It also includes links to the websites, program ordinances, easement templates and other materials for many of the 22 local PDR programs and one TDR program currently established.

Display: The OFP display was used at the 2010 Environment Virginia conference (Lexington, April 06 – April 08, 2010); the 2010 Ag Expo at Windsor Farm (Montross, August 05, 2010); the Virginia Association of Counties (VACo) annual meeting (Warm Springs, November 07-09, 2010); and the Virginia Farm Bureau annual conference (Warm Springs, November 28-30, 2010). OFP staff was on hand to provide additional information and to answer any questions.

Annual PDR survey: OFP staff continued to work with technical assistance staff from AFT to refine a survey designed to collect data annually from local PDR programs in Virginia. This survey was sent to respondents in January 2010, and the numbers were reported and released in August 2010.

Landowner phone calls: The OFP coordinator talked with numerous landowners and farmers interested in understanding the range of options for permanently protecting their land. OFP also fielded numerous calls from farm owners and farm seekers interested in the Virginia Farm Link program.

State Land Evaluation Advisory Council (SLEAC): OFP staff participated in the September and October 2010 meeting of SLEAC. SLEAC is responsible for setting the suggested use value assessment rates for each locality that has adopted this program for real estate devoted to agriculture, horticulture, forestry or open space. Starting in 2011, OFP staff will be serving on the SLEAC committee as the official staff representative from VDACS.

ADMINISTERING VIRGINIA FARM LINK PROGRAM

OFP is charged with administering the Virginia Farm Link program. Pursuant to § [3.2-202](#) of the Code of Virginia, the purpose of the Virginia Farm Link program is to do the following:

“provide assistance to retiring farmers and individuals seeking to become active farmers in the transition of farm businesses and properties from retiring farmers to active farmers. Such assistance shall include, but not be limited to, (i) assistance in the preparation of business plans for the transition of business interests; (ii) assistance in the facilitation of transfers of existing properties and agricultural operations to interested buyers; (iii) information on innovative farming methods and techniques; and (iv) research assistance on agricultural, financial, marketing, and other matters.”

To date, the primary efforts at VDACS to implement the Virginia Farm Link program has been the establishment of the Virginia Farm Link database. Released by VDACS in May 2008, this database attempts to bring together farm owners and farm seekers to begin the discussion about

possible farm transition arrangements. As of October 25, 2010, the database has 23 “active farm owners” and 242 “active farm seekers” currently registered. Since May 2008, 87 active farm owners have received 1,030 individual requests from 308 active farm seekers interested in discussing various transition options with them. The database is located at www.vafarmlink.org.

In August 2010, OFP released significant revisions to the Farm Link database. These changes were based on recommendations developed as part of a 2009 summer internship project, which surveyed farm owners and farm seekers in the database to gauge the effectiveness of the matching efforts. The revisions included the requirement for farm owners to add additional information about the acres that they own, and allowed for both farm seekers and farm owners to better describe themselves and their goals. The revisions also allowed farm owners to upload pictures of their farm and farming operation. Additional questions regarding participation in use value assessment and agricultural and forestal districts, and whether the farm had a conservation management plan, were included. Numerous changes designed to improve the database’s capabilities also were made on the administrative side, including better sorting functions and the ability to export sorted data.

Similar to 2009, the Office of Farmland Preservation again hired a summer intern in 2010 to determine what, if anything, has happened after contacts were made through the database. A series of survey questions was developed, and targeted to farm owners that had been contacted by at least one farm seeker. A few farm seekers also were surveyed to provide additional feedback. Of the 76 farm owners eligible to be interviewed, 14 (18 percent) agreed to be interviewed. Of the 23 farm seekers contacted, five (21.7 percent) agreed to be interviewed. Data and themes include:

- At the time of the survey (July 2010) a total of 164 farm owners were in the database, with 25 (15.2 percent) listed as active and 139 (84.8 percent) listed as inactive;
- At the time of the survey (July 2010) a total of 1,416 farm seekers were in the database with 204 (14.4 percent) listed as active and 1,212 (85.6 percent) listed as inactive;
- Of the 14 farm owners interviewed in 2010, six (42 percent) also were interviewed in 2009;
- Roughly 40 percent of the farm owners interviewed thought the database needed to better communicate the needs and desires of the farm owners and seekers by having areas for adding pictures and additional information;
- When asked if the farm owners were currently working with any farm seekers toward a successful farm transition arrangement, all 14 answered no; one particular farm owner who was interviewed in both 2009 and 2010 mentioned being contacted by farm seekers and she actually employed them for several days;
- Seventy-two percent of the interview responders thought the database was simple to navigate;
- All interview participants thought the new farm transition resources were a great addition to the website; and

- When asked what they thought the largest obstacles were to farm transition today, most of the farm owners agreed that the poor economy and availability of financial assistance for farm seekers was the largest issue.

Recommendations from this project included the need to conduct more outreach about the Virginia Farm Link database and other components of the program through periodical articles, flyers, social media sites, blogs, radio, television, and an increased presence at agricultural events throughout the commonwealth. Additional recommendations included continuing the Virginia Farm Link program internship in 2011, but this time focusing the internship more on program promotion and marketing, and less on interviewing database participants.

The Office of Farmland Preservation also continued to allocate funding for farm transition workshops designed to help farm families and their service providers transition farms and farming operations to the next generation. A total of \$40,400 has been allocated to Virginia Cooperative Extension (VCE) for these efforts between December 2009 and December 2010, and \$81,410 has been allocated overall since September 2008. These pilot workshops are funded by the revenue generated from the Virginia Agriculture license plate, which since 2006 has provided \$98,385 in funding to the Office of Farmland Preservation.

During January – March 2010, OFP also conducted its first farm transition workshop series for farm families (see Appendix 9). This workshop series, part of a larger effort convened by former Virginia Secretary of Agriculture Robert S. Bloxom at the urging of the Virginia dairy industry, was conducted in partnership with Cooperative Milk Producers Association. Three dairy families participated in this pilot effort located in Floyd County. Each participating family included at least four members/two generations. OFP currently is following up with Cooperative Milk Producers Association to verify whether or not each of the farm families has implemented at least one of the deliverables on their farm transition plan since the completion of the workshop.

PLANS FOR THE FUTURE

The amount of state funding for local PDR programs has continued to decline in FY 2011, and this trend also is evident at the local level. Given the increasingly difficult state and local budgets, however, OFP still expects to see some additional demand for technical assistance from localities interested in developing new PDR programs. The counties of Bedford, Hanover, Madison, and Rockingham continue to explore the creation of new PDR ordinances. OFP also will continue to provide technical assistance on other farmland preservation tools, including use value assessment, agricultural and forestal districts, transfer of development rights, and lease of development rights to local governments and others interested.

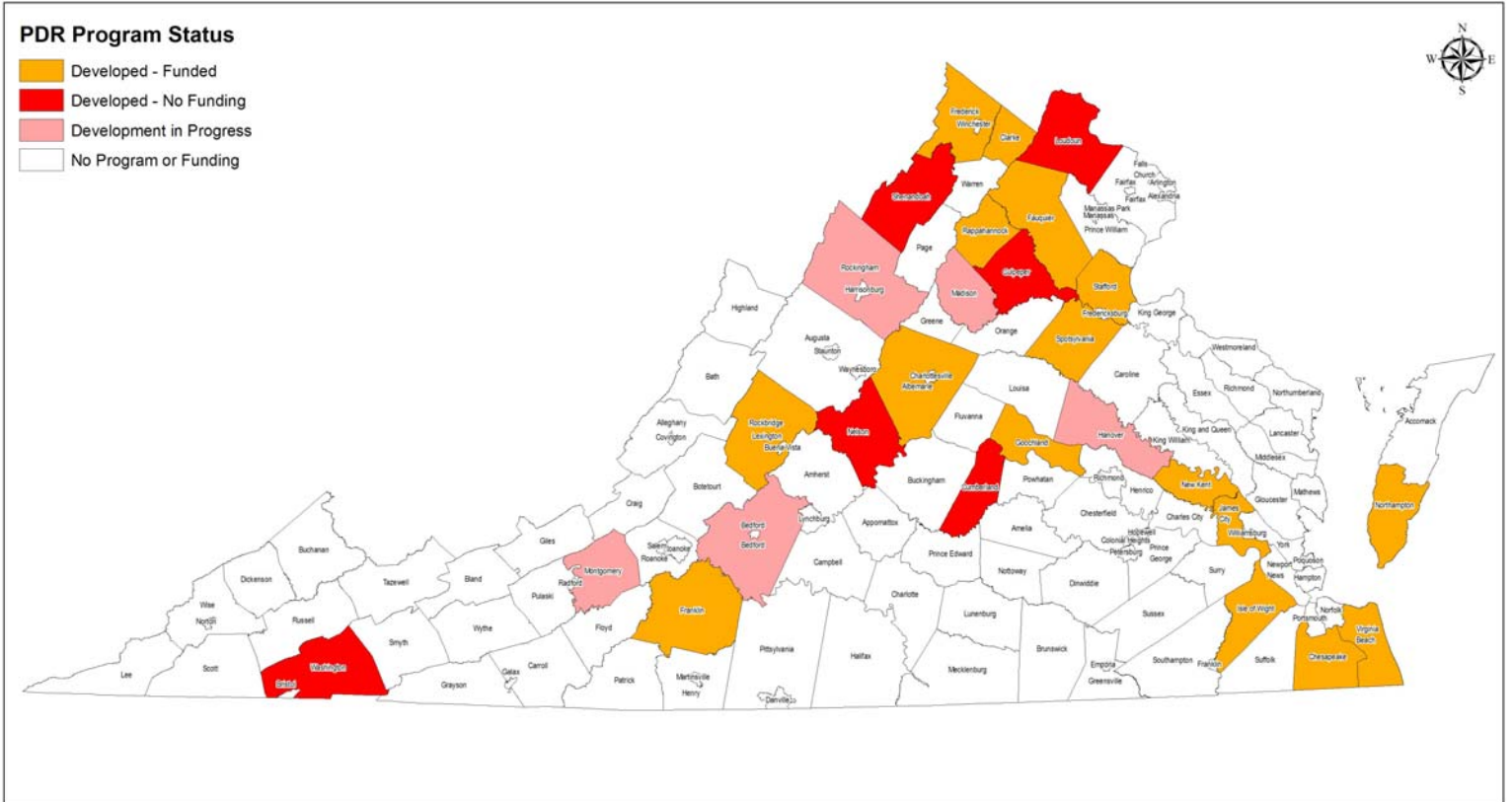
OFP plans to continue its expansion of farm transition efforts in the future. In addition to continuing to provide workshop funding to Virginia Cooperative Extension and working with VCE on their farm transition workshop efforts, OFP also plans to replicate its own farm transition workshop series in 2011. OFP is beginning discussions with the Young Farmers Committee at the Virginia Farm Bureau to discuss the possibility of another workshop series conducted in conjunction with this committee. OFP also plans to continue to implement many of the recommendations made as part of the two previous Farm Link program internships. In particular, OFP plans to ramp up the marketing of the Virginia Farm Link database, and to

increase both the number of farm owners in the database and the quality of the contacts between farm seekers and farm owners.

Finally, the Virginia Century Farm Program, which recognizes those farms and farm families that have made long-term contributions to agriculture in Virginia, recently was assigned to OFP. Administering this program will provide an opportunity to better integrate the Century Farm designation program with OFP's farmland preservation and farm transition efforts, and to provide a single point of contact for assistance on these inter-related issues.

APPENDIX 1

STATUS OF LOCAL PURCHASE OF DEVELOPMENT RIGHTS (PDR) PROGRAMS



APPENDIX 2

FY 2010 ALLOCATIONS FOR LOCAL PDR PROGRAMS

<u>Locality</u>	<u>Local Funds Available (Oct 2009)</u>	<u>Previous State Funds Remaining (Oct 2009)</u>	<u>FY 2010 State Funds Awarded</u>
Albemarle County	\$2,178,893.19	\$49,900.00	\$93,932.19
Chesapeake City	\$1,103,670.00	\$403,219.75	\$93,765.52
Fauquier County	\$1,392,222.00	\$212,178.75	\$93,932.19
Franklin County	\$13,385.31	\$0.00	\$13,385.31
Isle of Wight County	\$2,863,272.00	\$453,120.00	\$93,932.19
James City County	\$16,427,093.94	\$202,339.00	\$93,932.19
Northampton County	\$18,730.22	\$14,339.00	\$4,391.22
Spotsylvania County	\$257,690.00	\$49,900.00	\$54,770.00
Virginia Beach City	\$17,865,435.08	\$453,119.75	\$93,932.19
TOTAL	\$42,120,391.74	\$1,838,116.25	\$635,973.00

APPENDIX 3

TEMPLATE
INTERGOVERNMENTAL AGREEMENT

Between
Virginia Department of Agriculture and Consumer Services
and
[locality]

This INTERGOVERNMENTAL AGREEMENT is entered into this ___ day of _____, 2009, in the City of Richmond, Virginia, between the Virginia Department of Agriculture and Consumer Services (“VDACS”) and [locality] (collectively, “the parties”) to provide mutually advantageous terms for cooperation between VDACS and [locality] to implement VDACS’ contribution of funds in support of [locality]’s purchase of agricultural conservation easements.

WHEREAS, the General Assembly, by Chapter 781 of the 2009 Acts of Assembly, has appropriated \$500,000 each year in the fiscal years ending June 30, 2009 and June 30, 2010 to VDACS for the continuation of a state fund to match local government purchase of development rights program funds for the preservation of working farms and forest lands; and,

WHEREAS, § 3.2-201 of the Code of Virginia authorizes VDACS’ Office of Farmland Preservation to develop methods and sources of revenue for allocating funds to localities to purchase agricultural conservation easements, and to distribute these funds to localities under policies, procedures, and guidelines developed by VDACS’ Office of Farmland Preservation; and,

WHEREAS, for all purposes of this INTERGOVERNMENTAL AGREEMENT, the term “agricultural conservation easement” shall mean a negative easement in gross that has the primary conservation purpose of preserving working farm and/or forest land; and,

WHEREAS, [local governing body] has enacted an ordinance or passed a resolution that: authorizes, in accordance with Title 10.1, Chapter 17 of the Code of Virginia (“the Open-Space Land Act”) and other applicable law, [locality] to purchase agricultural conservation easements from landowners (each hereinafter called “Grantor”); sets forth a clear, consistent, and equitable administrative process governing such purchases; and outlines the goals and purposes of [locality]’s farmland preservation program; and,

WHEREAS, [locality] has agreed to maintain a public outreach program designed to educate various stakeholders in [locality]—including farmers, landowners, public officials, and the non-farming public—about [locality]’s initiatives to preserve working farms and forest lands; and,

WHEREAS, [locality] has agreed to establish a transparent and replicable process for valuation of agricultural conservation easements; and,

WHEREAS, the purchase of agricultural conservation easements is one component of [locality]’s broader farmland preservation program; and,

WHEREAS, [locality] has agreed to use a deed of easement that is sufficiently flexible to allow for future agricultural production in purchases of agricultural conservation easements for which [locality] uses funds contributed to it by VDACS; and,

WHEREAS, [locality] has agreed to establish a clear strategy for monitoring and enforcing the terms of the agricultural conservation easements that [locality] purchases; and,

WHEREAS, [locality] has agreed to establish a process that [locality] will use to evaluate the effectiveness of its farmland preservation program, including a protocol for making changes to [locality]'s agricultural conservation efforts based on such evaluations; and,

WHEREAS, VDACS, in reliance on the veracity of the foregoing recitals, certifies [locality] is eligible to receive contributions of funds from VDACS in reimbursement for certain costs [locality] actually incurs in the course of purchasing agricultural conservation easements; and,

WHEREAS, [locality], and the agents and employees of [locality], in the performance of this INTERGOVERNMENTAL AGREEMENT, are acting on behalf of [locality], and not as officers or employees or agents of the Commonwealth of Virginia;

NOW, THEREFORE, VDACS and [locality] agree their respective responsibilities, pursuant to this INTERGOVERNMENTAL AGREEMENT, shall be defined as follows:

1. VDACS Responsibilities

- a. VDACS shall, within thirty (30) days of the date of execution of this INTERGOVERNMENTAL AGREEMENT, restrict \$ _____ (hereinafter "the allocation amount") in an account, from which VDACS shall withdraw funds only to pay contributions of funds that [locality] is eligible to receive pursuant to this INTERGOVERNMENTAL AGREEMENT, except that upon the expiration of two (2) years from the date of this INTERGOVERNMENTAL AGREEMENT, or immediately upon [locality]'s failure to perform any of its obligations under the terms of this INTERGOVERNMENTAL AGREEMENT, VDACS shall have the right to withdraw any funds then remaining in such account and the right to redirect those funds to other localities that VDACS certifies as being eligible to receive matching funds and that enter into an intergovernmental agreement with VDACS to govern the distribution of matching funds for the purchase of agricultural conservation easements.
- b. Upon [locality]'s recordation of a deed evidencing [locality]'s purchase of an agricultural conservation easement in the circuit court of the city or county where the Grantor's land is located and [locality]'s submission to VDACS of a completed claim for reimbursement, on a form prescribed by VDACS, together with the supporting documentation required under paragraph 2(e) of this INTERGOVERNMENTAL AGREEMENT, VDACS shall reimburse [locality] fifty percent (50%) of the reimbursable costs that [locality] actually incurred in the course of purchasing that agricultural conservation easement, limited to that portion of the allocation amount remaining in the account maintained by VDACS pursuant to paragraph 1(a) of this INTERGOVERNMENTAL AGREEMENT. The following shall not be considered to be reimbursable costs that [locality] actually incurred and shall be subtracted from the total amount of reimbursable costs considered for reimbursement by VDACS in connection with any particular agricultural conservation easement transaction: grants made by the United States of America, the Virginia Department of Agriculture and Consumer Services (VDACS), the Virginia Department of Conservation and Recreation (DCR), the Virginia Outdoors Foundation (VOF), or any other governmental agency or political subdivision of the Commonwealth of Virginia; payments made by any other funding sources either directly to the landowner or to reimburse [locality]; or in-kind donations or contributions. VDACS may make alternative arrangements for the distribution of funds pursuant to this INTERGOVERNMENTAL AGREEMENT, provided [locality] presents a written request for such alternative arrangement to the Commissioner of VDACS or the Commissioner's designated agent (referred collectively hereinafter as "the Grant

Manager”) prior to incurring any expense for which [locality] seeks a distribution of funds under the proposed alternative arrangement.

For purposes of this INTERGOVERNMENTAL AGREEMENT, “reimbursable costs” include:

1. The purchase price of the agricultural conservation easement actually incurred by [locality], at present value, including any portion that [locality] will pay over time pursuant to an installment purchase agreement;
 2. The cost of title insurance actually incurred by [locality];
 3. The cost actually incurred by [locality] of one appraisal of the land by a licensed real estate appraiser upon which [locality] purchases an agricultural conservation easement;
 4. The cost actually incurred by [locality] of one survey of the physical boundaries of the land by a licensed land surveyor upon which [locality] purchases an agricultural conservation easement, including the cost of producing a baseline report of the conditions existing on the land at the time of the conveyance of the agricultural conservation easement;
 5. Reasonable attorney fees actually incurred by [locality] associated with the purchase of an agricultural conservation easement, where reasonable attorney fees include those fees associated with outside counsel required for the completion of the easement, but do not include fees related to county or city attorneys serving as staff and who are paid regular salary in the county’s or city’s employ;
 6. The cost actually incurred by [locality] of issuing public hearing notices associated with [locality]’s purchase of an agricultural conservation easement that [locality] is required by law to issue; and
 7. Any recordation fees actually incurred by [locality] that [locality] is required to pay pursuant to the laws of the Commonwealth of Virginia.
- c. VDACS shall only be responsible for reimbursing [locality] under paragraph 1(b) of this INTERGOVERNMENTAL AGREEMENT for reimbursable costs that [locality] actually incurs in the course of purchasing an agricultural conservation easement when [locality] acquires, by such purchase, a deed of easement that, at a minimum, provides:
1. The primary conservation purpose of the easement conveyed by the deed of easement is the conservation of the land in perpetuity for working farm and/or forestal uses.
 2. The Grantor and [locality] agree that the land subject to the agricultural conservation easement shall not be converted or diverted, as the Open-Space Land Act employs those terms, until and unless the Grant Manager, with the concurrence of [locality] or an assignee of [locality]’s interest in the agricultural conservation easement, certifies that such conversion or diversion satisfies the requirements of the Open-Space Land Act.
 3. The Grantor and [locality] agree that, in the event of an extinguishment of the restrictions of the agricultural conservation easement that results in the

receipt of monetary proceeds by [locality] or an assignee of [locality]'s interest in an agricultural conservation easement in compensation for the loss of such property interest, VDACS shall be entitled to a share of those proceeds proportional to VDACS' contribution toward the total reimbursable cost of acquiring the agricultural conservation easement.

4. If the Grantor conveys the agricultural conservation easement for less than its fair market value, the Grantor and [locality] mutually acknowledge that approval of the terms of this Deed of Easement by VDACS and/or its legal counsel does not constitute a warranty or other representation as to the Grantor's qualification for any exemption, deduction, or credit against the Grantor's liability for the payment of any taxes under any provision of federal or state law.
5. All mortgagors and other holders of liens on the property subject to the restrictions contained in the deed of easement have subordinated their respective liens to the restrictions of the deed of easement acquired by [locality]. All such mortgagors and other holders of liens shall manifest their assent to the easement's priority over their respective liens by endorsing the deed of easement.
6. A baseline report documenting the conditions existing on the land at the time of the conveyance of the agricultural conservation easement is incorporated into the deed of easement by reference.

2. [locality] Responsibilities

- a. [locality] shall, within thirty (30) days of the date of execution of this INTERGOVERNMENTAL AGREEMENT, appropriate funds equal to the allocation amount for the purpose of purchasing agricultural conservation easements.
- b. [locality] shall use matching funds that VDACS contributes to [locality], pursuant to this INTERGOVERNMENTAL AGREEMENT, only for the purpose of purchasing agricultural conservation easements that are perpetual and that have the primary conservation purpose of preserving working farm and/or forest lands.
- c. Within one (1) year from the date of this INTERGOVERNMENTAL AGREEMENT, and for each subsequent year in which the INTERGOVERNMENTAL AGREEMENT or a subsequent agreement is in force, [locality] shall submit to VDACS a progress report that:
 1. describes any properties that [locality] has identified as prospects for [locality]'s purchase of agricultural conservation easements and the status of any negotiations for the purchase of such agricultural conservation easements;
 2. estimates the timeframes within which [locality] will execute contracts for any such purchases, close on such purchases, and request reimbursement of reimbursable costs for those purchases from VDACS;
 3. describes the measures [locality] has undertaken to develop and/or maintain a public outreach program designed to educate various stakeholders in [locality]'s community—including farmers, landowners, public officials, and the non-farming public—about [locality]'s agricultural

conservation easement program and other initiatives to preserve working agricultural land;

4. describes the measures [locality] has undertaken to develop and/or maintain a formal plan for stewardship and monitoring of the working agricultural land on which [locality] acquires agricultural conservation easements; and
 5. describes the measures [locality] has undertaken to develop and/or maintain a process that [locality] will use to evaluate the effectiveness of its program, including a protocol for making changes to [locality]'s agricultural conservation efforts based on such evaluations.
- d. For any purchase of agricultural conservation easements for which [locality] requests reimbursement from VDACS pursuant to this INTERGOVERNMENTAL AGREEMENT, [locality] shall obtain a policy of title insurance on its purchased interest that covers at least an amount equal to the amount for which [locality] requests reimbursement from VDACS.
- e. Prior to closing on a purchase of an agricultural conservation easement for which [locality] requests reimbursement from VDACS pursuant to this INTERGOVERNMENTAL AGREEMENT, [locality] shall submit, for review and approval by VDACS and its legal counsel, the following documentation:
1. a written agreement setting forth, in the manner prescribed by [locality]'s ordinance or resolution governing its program to acquire agricultural conservation easements, the terms of [locality]'s purchase of the agricultural conservation easement, including the purchase price;
 2. any installment purchase agreement;
 3. the deed of easement that the Grantor will deliver to [locality] at closing, including all exhibits, attachments, and/or addenda;
 4. a title insurance commitment for a policy to insure the easement interest under contract indicating an amount of coverage at least equal to the amount of funds for which [locality] requests reimbursement from VDACS; and
 5. an itemized list of all reimbursable costs that [locality] has or will, up to the time of closing, incur in the course of purchasing the agricultural conservation easement.

[locality] shall make whatever changes to the proposed deed of easement and/or the installment purchase agreement, where applicable, that VDACS and/or its legal counsel deem necessary to ensure compliance with applicable state law and the requirements and purposes of this INTERGOVERNMENTAL AGREEMENT.

[locality] may fulfill its obligation under this paragraph by submitting accurate and complete copies of all documents enumerated in this paragraph, provided that [locality] shall deliver or make available the original documents to VDACS for review at VDACS' request.

- f. Together with any claim for reimbursement pursuant to this INTERGOVERNMENTAL AGREEMENT that [locality] submits to VDACS, [locality] shall also submit the following supporting documentation:
1. a copy of the recorded deed of easement that VDACS and/or its legal counsel approved prior to closing, showing the locality, deed book, and page of recordation, and including all exhibits, attachments, and/or addenda; and
 2. copies of invoices, bills of sale, and cancelled checks evidencing [locality]'s incursion of reimbursable costs in the course of purchasing the agricultural conservation easement; and
 3. a copy of any executed installment purchase agreement related to the purchase, which shall indicate the purchase price; and
 4. a copy of any deed of trust related to the purchase.
- g. [locality] shall provide the Grant Manager immediate written notice of [locality]'s receipt of any application or proposal for the conversion or diversion of the use of any land upon which [locality] or its assignee, where applicable, holds an agricultural conservation easement, for the purchase of which VDACS contributed funds pursuant to this INTERGOVERNMENTAL AGREEMENT.
- h. [locality], or any assignee of [locality]'s interest in an agricultural conservation easement for which [locality] receives a contribution from VDACS pursuant to this INTERGOVERNMENTAL AGREEMENT shall at all times enforce the terms of that easement. [locality] shall provide the Grant Manager immediate written notice of any actions, whether at law, in equity, or otherwise, taken by locality to enforce the terms of the easement or to abate, prevent, or enjoin any violation thereof by any party. Any failure by [locality] or such assignee to perform its enforcement responsibility shall constitute a breach of this INTERGOVERNMENTAL AGREEMENT, for which VDACS shall have a remedy by way of a civil action for specific performance of that enforcement responsibility; or, VDACS shall have the right and authority, at its option, to demand and receive from [locality] a portion of the full market value of the agricultural conservation easement at the time of the breach in proportion to the amount VDACS contributed to [locality]'s purchase of the agricultural conservation easement relative to the full market value of the agricultural conservation easement at the time of the purchase.
- i. For any purchase of an agricultural conservation easement for which [locality] requests reimbursement from VDACS pursuant to this INTERGOVERNMENTAL AGREEMENT, [locality] shall derive its valuation of the agricultural conservation easement according to the valuation methods prescribed by ordinance or resolution.

3. Merger and Superseding of Prior Agreement

The parties agree that terms of any INTERGOVERNMENTAL AGREEMENT previously entered into between the parties to govern VDACS' distribution of funds to [locality] from appropriations set forth in Chapter 847 of the 2007 Acts of Assembly and/or Chapter 781 of the 2009 Acts of Assembly shall be merged into the instant INTERGOVERNMENTAL AGREEMENT, the latter of which shall supersede all former INTERGOVERNMENTAL AGREEMENTS to the extent that there are any inconsistencies between the terms of these INTERGOVERNMENTAL AGREEMENTS. Notwithstanding the language of this paragraph, VDACS shall only be required to restrict the allocation amount provided in

paragraph 1(a) of the prior agreement(s) until the expiration of two (2) years from the date of execution of the prior agreement(s).

4. Recertification

This INTERGOVERNMENTAL AGREEMENT pertains exclusively to VDACS' contribution of funds that the General Assembly has appropriated to VDACS through the fiscal year ending June 30, 2010. VDACS shall not contribute other funds in the future to [locality] except upon VDACS' recertification of [locality]'s eligibility to receive such funds. VDACS may establish and communicate to [locality] certain benchmarks of program development that VDACS will impose upon [locality] as preconditions to [locality]'s recertification for future contributions.

5. Governing Law

This INTERGOVERNMENTAL AGREEMENT is governed by and shall be interpreted in accordance with the laws of the Commonwealth of Virginia. In all actions undertaken pursuant to this INTERGOVERNMENTAL AGREEMENT, preferred venue shall be in the City of Richmond, Virginia, at the option of VDACS.

6. Assignment

[locality] shall not assign this INTERGOVERNMENTAL AGREEMENT, either in whole or in part, or any interest in an agricultural conservation easement for the purchase of which VDACS contributes funds pursuant to this INTERGOVERNMENTAL AGREEMENT, without the prior, written approval of the Grant Manager.

7. Modifications

The parties shall not amend this INTERGOVERNMENTAL AGREEMENT, except by their mutual, written consent.

8. Severability

In the event that any provision of this INTERGOVERNMENTAL AGREEMENT is unenforceable or held to be unenforceable, then the parties agree that all other provisions of this INTERGOVERNMENTAL AGREEMENT have force and effect and shall not be affected thereby.

In witness, whereof, the parties hereto have executed this INTERGOVERNMENTAL AGREEMENT as of the day and year first written above.

(The rest of this page is intentionally left blank. Signatures manifesting the parties' mutual assent to the terms contained in this INTERGOVERNMENTAL AGREEMENT appear on the next page.)

Todd P. Haymore Date
Commissioner
Virginia Department of Agriculture &
Consumer Services

[Name] Date
[City Manager/County Executive]

APPROVED AS TO FORM ONLY:

Assistant Attorney General Date

APPROVED AS TO FORM ONLY:

[City/County] Attorney Date

APPENDIX 4

FY 2008 FUNDING RE-PROGRAMMING FOR LOCAL PDR PROGRAMS

<u>Locality</u>	<u>Returned/Lost FY 2008 Funds</u>	<u>Re-programmed FY 2008 Funds</u>
Albemarle County		\$60,720.00
Chesapeake City	\$403,219.75	
Clarke County		\$16,759.53
Fauquier County		\$175,872.50
Goochland County	\$247,596.25	
Isle of Wight County		\$1,000,692.27
James City County	\$152,438.55	
New Kent County	\$150,000.00	
Rappahannock County	\$58,234.00	
Virginia Beach City	\$242,555.75	
TOTAL	\$1,254,044.30	\$1,254,044.30

APPENDIX 5

ACRES PROTECTED WITH STATE PDR MATCHING FUNDS

AS OF OCTOBER 28, 2010

<u>Locality</u>	<u>Easements</u>	<u>Acres Protected</u>	<u>*Local Funding</u>	<u>*State PDR Funding</u>	<u>*Other Funding</u>
Albemarle County	2	381.38	\$976,815.25	\$463,939.75	—
Clarke County	11	878.74	\$419,979.25	\$419,979.28	\$1,017,875.00
Fauquier County	4	992.78	\$793,794.56	\$722,924.44	—
Frederick County	1	89.75	\$5,000	\$130,027.00	\$260,000
Goochland County	1	500.93	\$155,623.50	\$155,623.50	—
Isle of Wight County	3	585.40	\$1,794,862.79	\$1,547,744.21	—
James City County	1	103.00	\$250,781.20	\$250,781.20	—
Northampton County	1	268.00	\$80,561.00	\$80,561.00	\$850,000.00
Rappahannock County	1	106.50	\$106,766.00	\$106,766.00	—
Stafford County	1	97.83	\$303,055.00	\$299,242.00	—
Virginia Beach City	1	42.28	\$160,664.00	\$160,664.00	—
TOTAL	27	4,046.59	\$5,047,902.55	\$4,338,252.38	\$2,127,875.00

* Includes easement purchase price and in some cases incidentals such as surveys, title insurance, appraisals, reasonable legal fees, etc.

APPENDIX 6

**CERTIFICATION OF LOCAL PURCHASE OF DEVELOPMENT RIGHTS (PDR) PROGRAM
MATCHING FUNDS – FY 2011**

Application Deadline: Friday, October 22, 2010

The _____ of _____ hereby certifies that on
(County Administrator/City Manager) (Locality)
this _____ day of _____, total local funds in the amount of
\$ _____ were appropriated for the July 1, 2010, to June 30, 2011 fiscal year,
and that total local funds in the amount of \$ _____ are currently available
from previous fiscal years, for the purpose of purchasing agricultural conservation easements, as
referenced in Section 3.2-201 of the *Code of Virginia*.

It also is certified that none of the funds listed above are from any of the following: grants made by the United States of America; the Virginia Department of Agriculture and Consumer Services (VDACS), the Virginia Department of Conservation and Recreation (DCR), the Virginia Outdoors Foundation (VOF), or any other agency or political subdivision of the Commonwealth of Virginia; payments made by any other funding sources either directly to the landowner or to reimburse the locality; or in-kind donations or contributions. It is further certified that the total amount above is comprised only of local funding available for the purchase of agricultural conservation easements by the locality.

It is the intent of _____ to use these funds to purchase perpetual conservation
(Locality)
easements on working farm and forest lands through participation in the agricultural conservation easement program administered by VDACS' Office of Farmland Preservation pursuant to Section 3.2-201 of the *Code of Virginia*.

It is understood and agreed that participation in VDACS' agricultural conservation easement program requires meeting additional criteria as promulgated by the Office of Farmland Preservation, and that certification of the locality's available funds does not guarantee nor obligate acceptance into the agricultural conservation easement program.

County Administrator/City Manager

County/City Chief Fiscal Officer

Date

Date

Completed certification form and any questions should be addressed to:

Kevin Schmidt
Coordinator, Office of Farmland Preservation
Virginia Department of Agriculture and Consumer Services
102 Governor Street
Richmond, VA 23219
Phone: (804) 786-1346
Fax: (804) 371-7786
kevin.schmidt@vdacs.virginia.gov
www.vdacs.virginia.gov/preservation

APPENDIX 7

APPLICATION FOR CERTIFICATION OF LOCAL PURCHASE OF DEVELOPMENT RIGHTS (PDR) PROGRAM- FY 2011

Application Deadline: Friday, October 22, 2010

Locality:

Contact person:

Title:

Address:

Address 2:

City, State, Zip:

Phone:

Fax:

E-mail:

Date:

The following application is based on [A Model Purchase of Development Rights \(PDR\) Program for Virginia](#), which was released by the Virginia Department of Agriculture and Consumer Services (VDACS) Farmland Preservation Task Force in November 2005. It is strongly suggested that applicants refer to the model PDR document while completing this application. Please visit www.vdacs.virginia.gov/preservation or call (804) 786-1346 to obtain a copy of this report.

To complete this application, please answer each of the questions listed below. Also, please submit any additional documentation to help support or clarify your answers. *If your locality is currently certified for FY 2010, please only provide an update covering the changes that have occurred to your program since you submitted your application last year.*

1. Adopted PDR ordinance/resolution

Please attach your local PDR ordinance/resolution as adopted. If your ranking system is not part of your ordinance/resolution, please include this as well.

2. Program goals and purposes

Please specify your program goals/purposes as outlined in your local PDR ordinance/resolution. *VDACS will be looking for clearly defined program goals/purposes, with a program ordinance/resolution that supports them.*

3. Action plan for education/outreach

Please provide information on how your program reaches out to farmers/landowners, public officials and the non-farming public.

VDACS will be looking for examples of efforts to educate various stakeholders in the community on the PDR program and other working farm and forest lands preservation initiatives.

4. Easement valuation process

Please outline how your locality determines easement value.

VDACS will be looking for transparency and replicability in the easement valuation process.

5. Broader agricultural enhancement strategy

Please outline what additional strategies your locality is using to preserve working farm and forest lands, and how these various strategies work together. Examples include: comprehensive land use plan; agricultural zoning; use value taxation; agricultural and forestal districts; agricultural economic development efforts; farm transition efforts, etc.

VDACS will be looking to see that the PDR program is part of a broader strategy designed to preserve working farm and forest lands.

6. Deed of easement

Please attach a copy of your deed of easement template.

*VDACS will be looking to see that the deed of easement is flexible enough to allow for future agricultural production, and that it contains the appropriate components established in the model document. All easements funded by VDACS must be perpetual. **Please note: A more detailed review by VDACS of each individual easement will be required prior to closing.***

7. Monitoring and enforcement strategy

Please describe your monitoring and enforcement schedules/procedures.

VDACS will be looking to see that a clear strategy has been established outlining how the easement will be monitored and enforced.

8. Program evaluation mechanism

Please describe the process used to evaluate the effectiveness of your program, and indicate the process for making changes or updates to your program based on this evaluation.

VDACS will be looking to see that the program has an evaluation mechanism and a process established for implementing evaluation findings.

Completed applications and any questions should be addressed to:

Kevin Schmidt
Coordinator, Office of Farmland Preservation
Virginia Department of Agriculture and Consumer Services
102 Governor Street
Richmond, VA 23219
Phone: (804) 786-1346
Fax: (804) 371-7786
kevin.schmidt@vdacs.virginia.gov
www.vdacs.virginia.gov/preservation

APPENDIX 8

- Delivered update on FY 2010 state matching funds to local PDR program managers at their quarterly meeting in Richmond (December 02, 2009).
- Delivered presentation on planning for the future of agriculture at the 2010 Local Food Systems Symposium in Farmville (March 02, 2010).
- Delivered updates on 2010 General Assembly session, FY 2011 and FY 2012 budgets, and the process for spending down the FY 2008 allocations at the quarterly meeting of the local PDR managers in Richmond (March 03, 2010).
- Delivered a presentation on the Virginia Farm Link program, and moderated a session on growing new farmers in Virginia at Environment Virginia in Lexington (April 08, 2010).
- Delivered a presentation on the Office of Farmland Preservation as part of a session for the public titled “Tools to Protect the Land That You Love” in Chesterfield (May 11, 2010).
- Delivered a presentation on use value assessment at the Virginia Land Conservation Conference in Williamsburg (May 12, 2010).
- Discussed the Office of Farmland Preservation, farmland preservation data, and the Virginia Farm Link program with Norm Hyde from Virginia Farm Bureau for July edition of *Down Home Virginia* (June 8, 2010).
- Delivered update on FY 2011 state matching funds and application process to local PDR managers at their quarterly meeting in Richmond (September 22, 2010).
- Delivered presentation on purchase of development rights as part of a land conservation session at the Virginia Rural Planning Caucus annual conference at Mountain Lake in Giles County (October 21, 2010).
- Delivered presentation on Virginia’s efforts to preserve working farm and forest lands as part of a panel of experts at the 2010 Tennessee Farmland Legacy Conference (Pigeon Forge, TN) (November 12, 2010).

APPENDIX 9

FARM TRANSITION WORKSHOP PILOT PROJECT OUTLINE

- Target audience is three dairy farm families from Cooperative Milk Producers (at least two or more generations from each family, and at least three people from each family).
- For this pilot, we are looking for hand-picked participants willing to provide feedback and react to the workshop.
- Focus is on helping dairy farm families to start the farm transition conversation, and to complete a draft of their farm transition plan.

PERFORMANCE TARGET: As a result of attending the workshop series, all three of the participating farm families will develop a rough draft of their strategic plan during the workshops. In addition, all three participating dairy families will have implemented at least one of the deliverables on their farm transition plan within six months of the workshop completion.

WORKSHOP OUTLINE:

SESSION #1 – THURSDAY, JANUARY 28, 2010

4:00 p.m. – 9:00 p.m.

Floyd County Farm Bureau

Floyd, Virginia

Presenters:

- Facilitators (Beverly Cox//Matthew Miller, Virginia Cooperative Extension)
- Bella Acres case study/developing a vision for the future (Joy Kirkpatrick, University of Wisconsin Center for Dairy Profitability)
- Analyzing assets/financial potential of dairy operation (Beverly Cox/Matthew Miller, Virginia Cooperative Extension)

Topic areas:

- Introduction
- Workshop overview
- Bella Acres case study
- Developing a vision for the future (what do I want?)
- Analyzing personal and business assets, and the financial potential of the farm (what do I have?)

SESSION #2 – THURSDAY, FEBRUARY 18, 2010

4:00 p.m. – 9:00 p.m.

Floyd County Farm Bureau

Floyd, Virginia

Presenters:

- Facilitators (Beverly Cox/Chase Scott/Matthew Miller, Virginia Cooperative Extension)
- Professional mediation trainer (Bob Garrity, Garrity Mediation)

- Farm financial planner (Alex White, Virginia Cooperative Extension)

Topic areas:

- Developing effective family communication
- Determining family living costs (what do I need?)

SESSION #3 – THURSDAY, MARCH 04, 2010

4:00 p.m. – 9:00 p.m.

Floyd County Farm Bureau
Floyd, Virginia

Presenters:

- Attorney (Julie King, law office of Julie A. King, PLC)

Topic areas:

- Overview of legal and tax issues in farm transition
- Assembling and working with a team of professionals

SESSION #4 - THURSDAY, MARCH 18, 2010

4:00 p.m. – 9:00 p.m.

Floyd County Farm Bureau
Floyd, Virginia

Presenters:

- Facilitators (Beverly Cox/Chase Scott/Matthew Miller, Virginia Cooperative Extension)
- Professional facilitator (Bob Garrity, Garrity Mediation)

Topic areas:

- Pulling it all together (developing and sketching out your family transition plan)
- Farm family report and feedback