



FARM FOUNDATION® FORUM

**OWNERSHIP AND INVESTMENT
IN U.S. FARMLAND**

JULY 18, 2023



Today's webinar is made possible by a grant from
Farm Credit

#FarmFoundationForum







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MARTHA KING

Vice President, Programs and Projects
Farm Foundation

MEET FARM FOUNDATION

A 501(C)(3) NON-PROFIT AT THE INTERSECTION OF AGRICULTURE AND SOCIETY



Farm Foundation is an
ACCELERATOR
of practical solutions for agriculture.

We accelerate
PEOPLE AND IDEAS
into
ACTION.



OUR MISSION AND VISION GUIDE OUR WORK

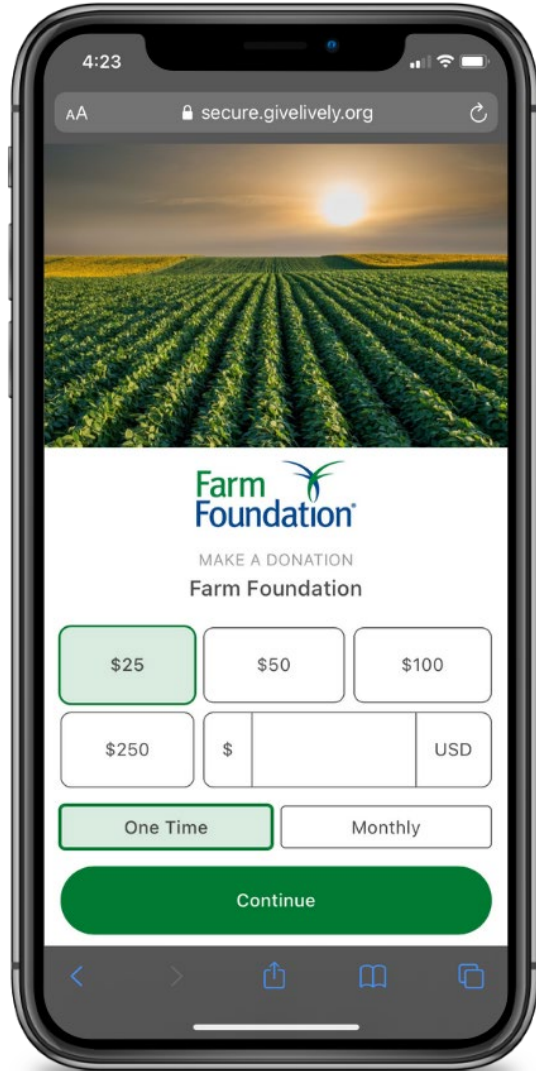
MISSION:

To **build** trust and understanding at the intersections of agriculture and society.

VISION:

To **build** a future for farmers, our communities, and our world.

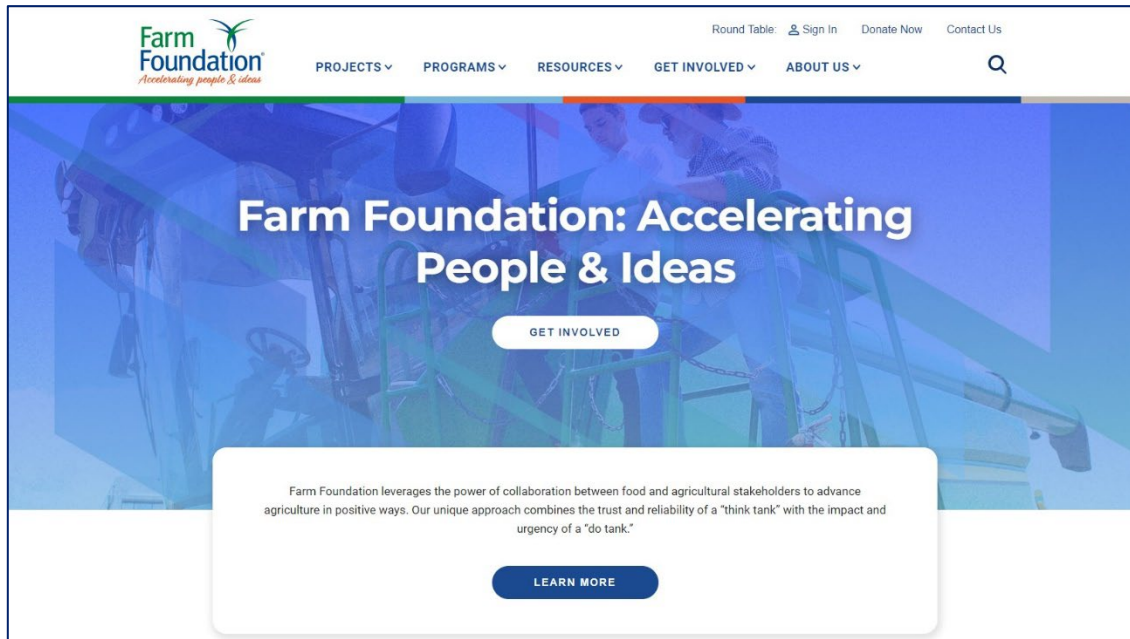
BECOME A FRIEND OF FARM FOUNDATION



See link in chat function

- Donate to Farm Foundation to support our mission
- Receive exclusive benefits and curated content
- Help us continue to provide valuable content like today's Forum

CONNECT & COLLABORATE WITH US!



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[#FarmFoundationForum](https://twitter.com/FarmFoundation)

IMPORTANT NOTES

- Submit questions by clicking on the **Q&A Button** at the bottom of your screen.
- Please **include your name and company** so questions may be contextually understood.
- Due to **time limits**, we may not be able to ask all questions submitted.
- This Forum is being recorded and will be posted on our website at **farmfoundation.org** as well as the Farm Foundation **YouTube** channel.
- Please take the **short survey** at the conclusion of the Forum.



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DAVID HAIGHT - Moderator

Vice President for Programs
American Farmland Trust






American Farmland Trust

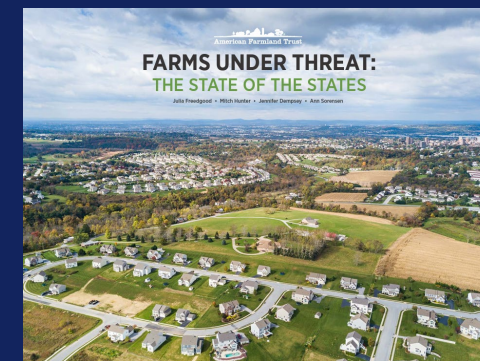
Ownership and
Investment in US
Farmland

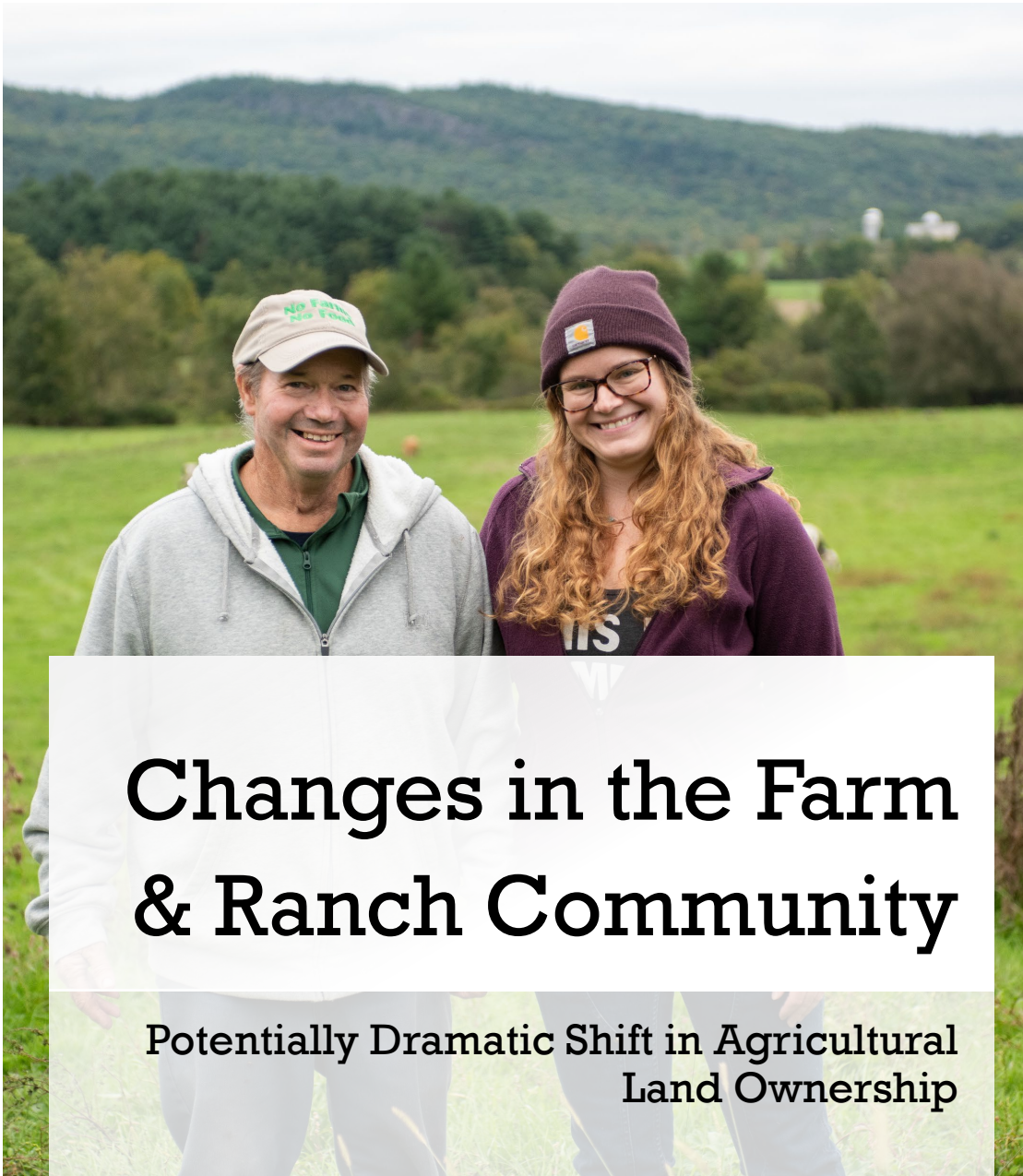
David Haight,
VP for Programs

The Agricultural Landscape of the United States



- | | |
|---|---|
|  Cropland |  Federal grazing land |
|  Pastureland |  Federal land (no grazing) |
|  Rangeland |  Urban/highly developed |
|  Woodland |  Low-density residential |
|  Forest |  Other land |





Changes in the Farm & Ranch Community

Potentially Dramatic Shift in Agricultural
Land Ownership

Senior Farmers and Landowners
Own 370 Million Acres Across
America



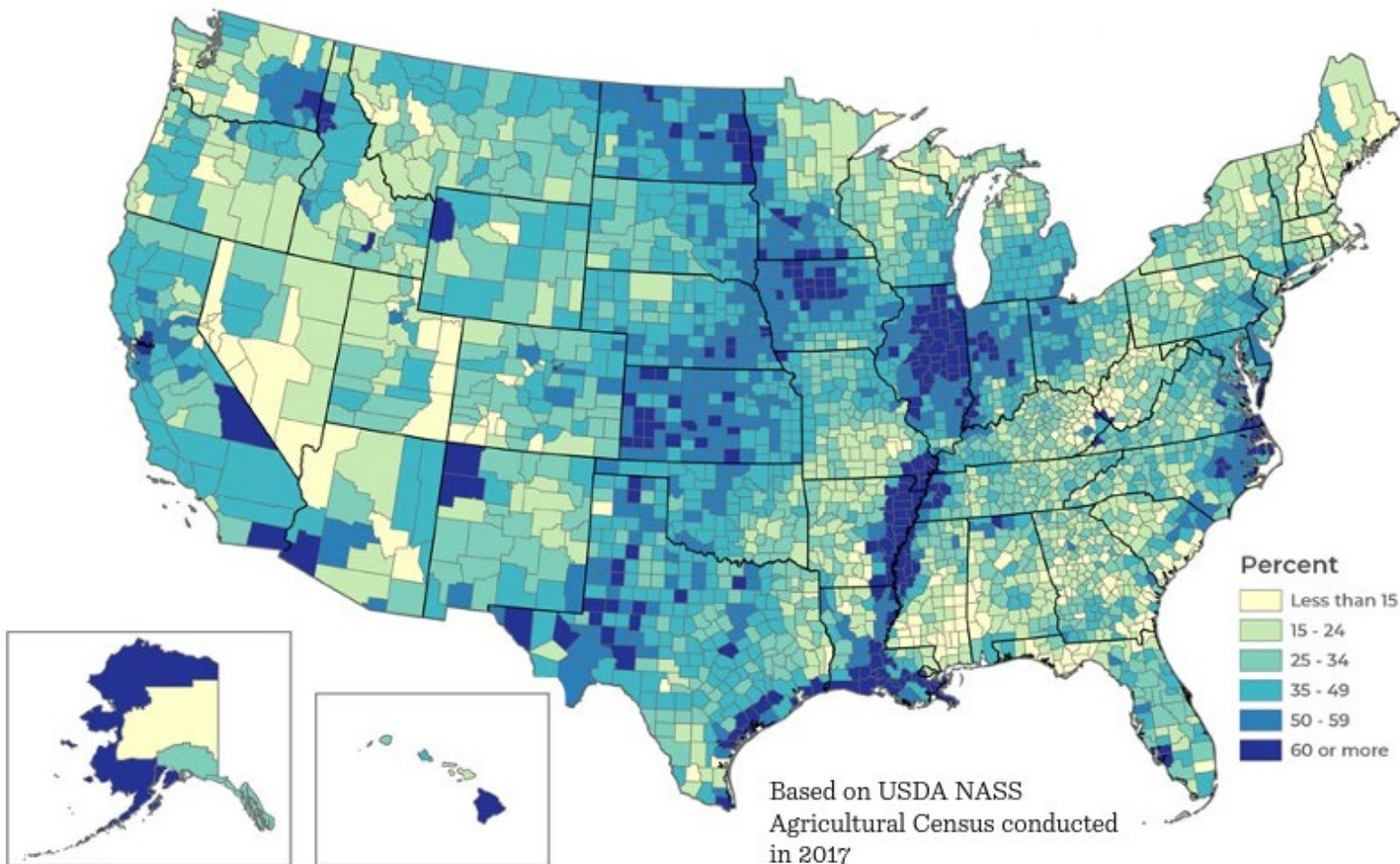
Changes in the Farm & Ranch Community

Access to Land Is a Major Barrier for
Beginning Farmers and Ranchers



40% of Agricultural Land in US Is Owned by Non-Farmers

FIGURE 1. PERCENT OF RENTED AGRICULTURAL LANDS IN 2017



Real Estate Development Threatens Farmland



Projected Conversion and Coastal Flooding (2040)

- Urban and highly developed (UHD) and low-density residential (LDR)
- Coastal flooding

Land Cover (2016)

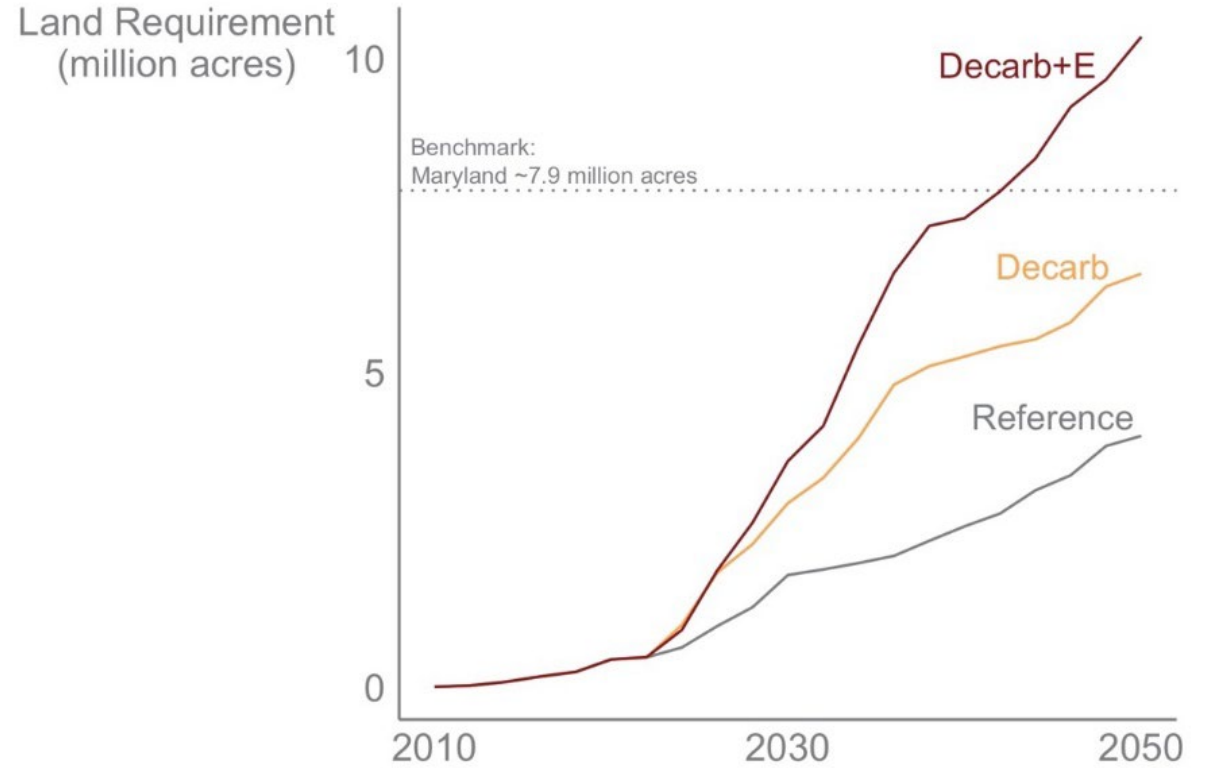
- Farmland
- Federal (no grazing)
- Rangeland
- Federal (grazing)
- Forestland
- Other lands
- Urban areas
- Water





Solar Energy will Impact Farmland Too

Need Smart SolarSM



<https://farmland.org/solar/>



The Fight For The Survival of Black Farmers

► LISTEN



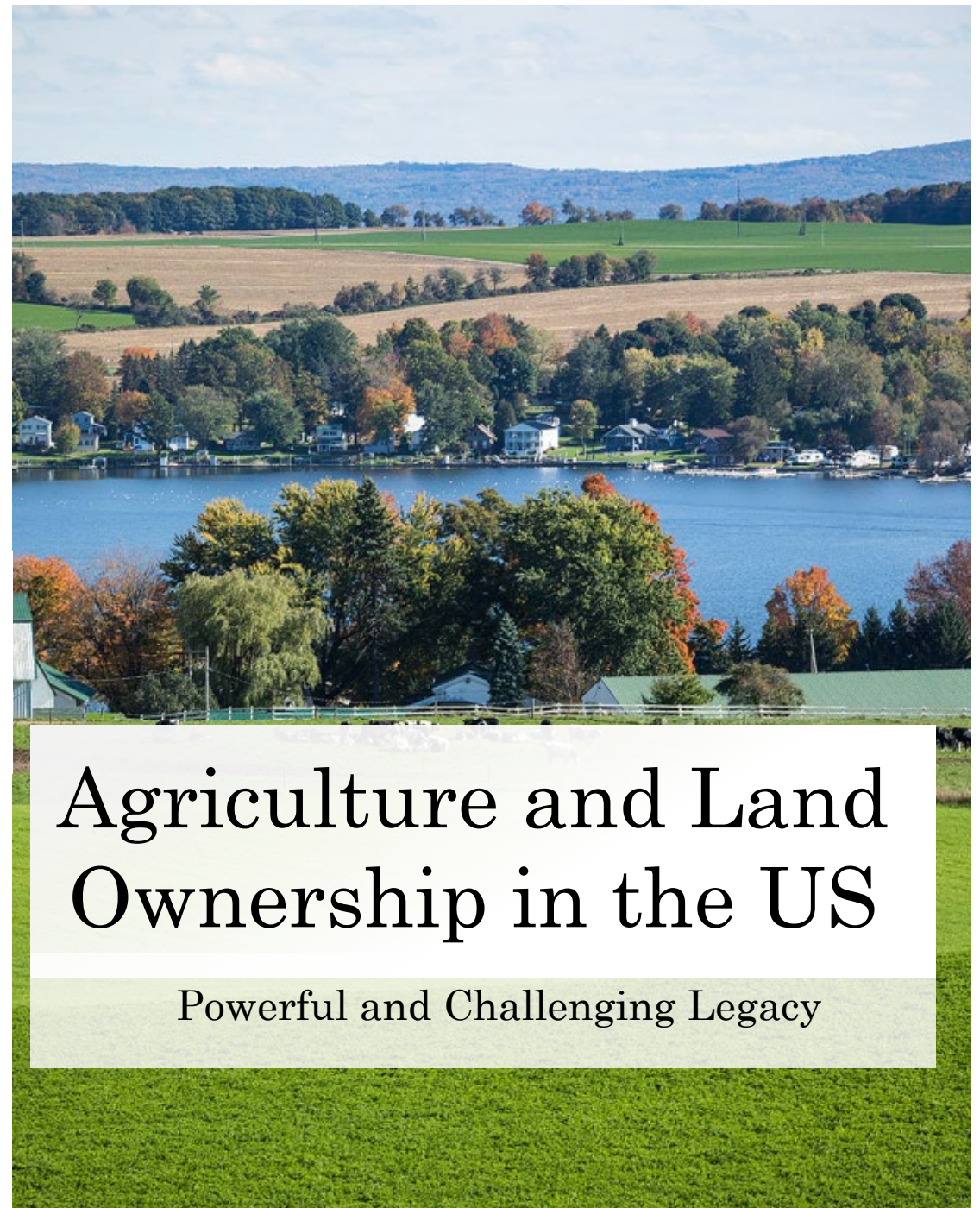
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Embed

The New York Times

On Remote Farms and in City Gardens, a Native American Movement Grows



Agriculture and Land Ownership in the US

Powerful and Challenging Legacy



American Farmland Trust

Ownership and
Investment in US
Farmland

David Haight,
VP for Programs





HOWARD HALDERMAN

President
Halderman Farm Management and
Halderman Real Estate Services

US Farm Real Estate Trends

2023

Who owns/buys the land?

July 18, 2023

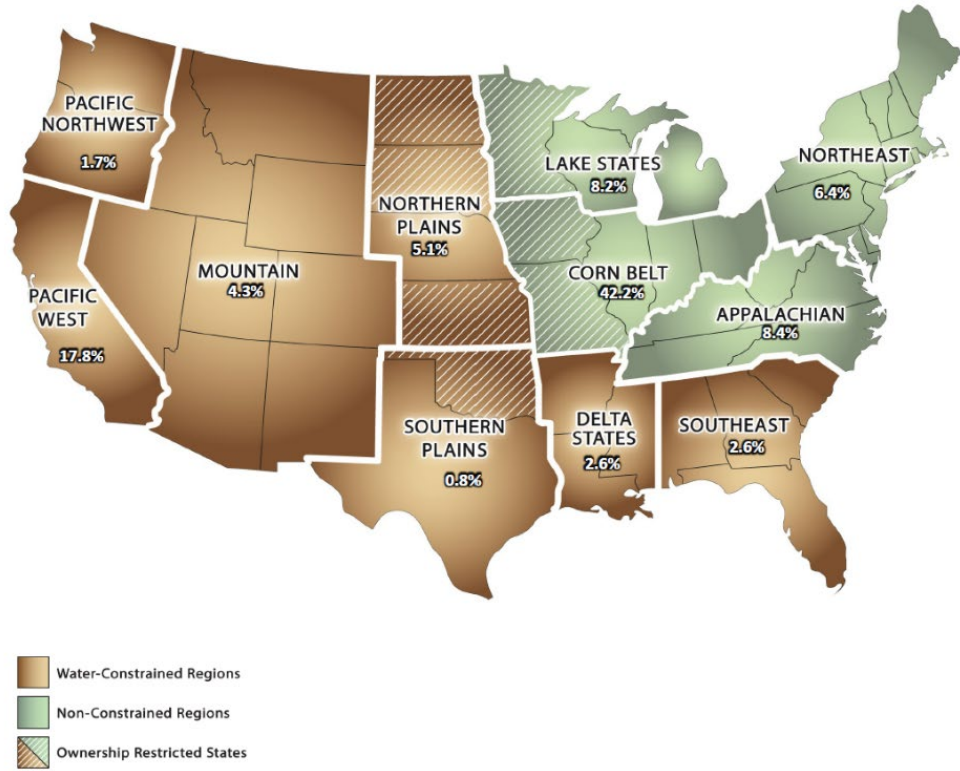
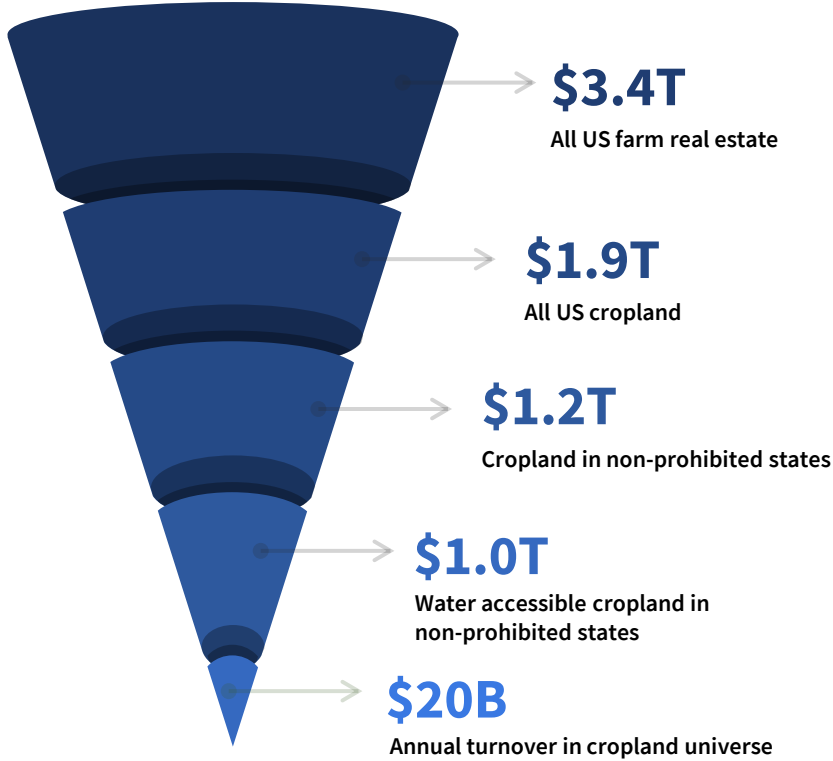
F. Howard Halderman AFM



HALDERMAN

REAL ESTATE & FARM MANAGEMENT

Investment Universe



Sources: Land Value 2022 Summary (August 2022), <https://usda.library.cornell.edu/concern/publications/pn89d6567>, National Agricultural Statistics Service, USDA; Farms and Land in Farms Summary (February 2023), <https://usda.library.cornell.edu/concern/publications/5712m6524>, National Agricultural Statistics Service, USDA; US Agriculture analysis

Foreign Ownership of US Farmland

December 31, 2021

40 MM Acres (IL has 37 MM acres total)

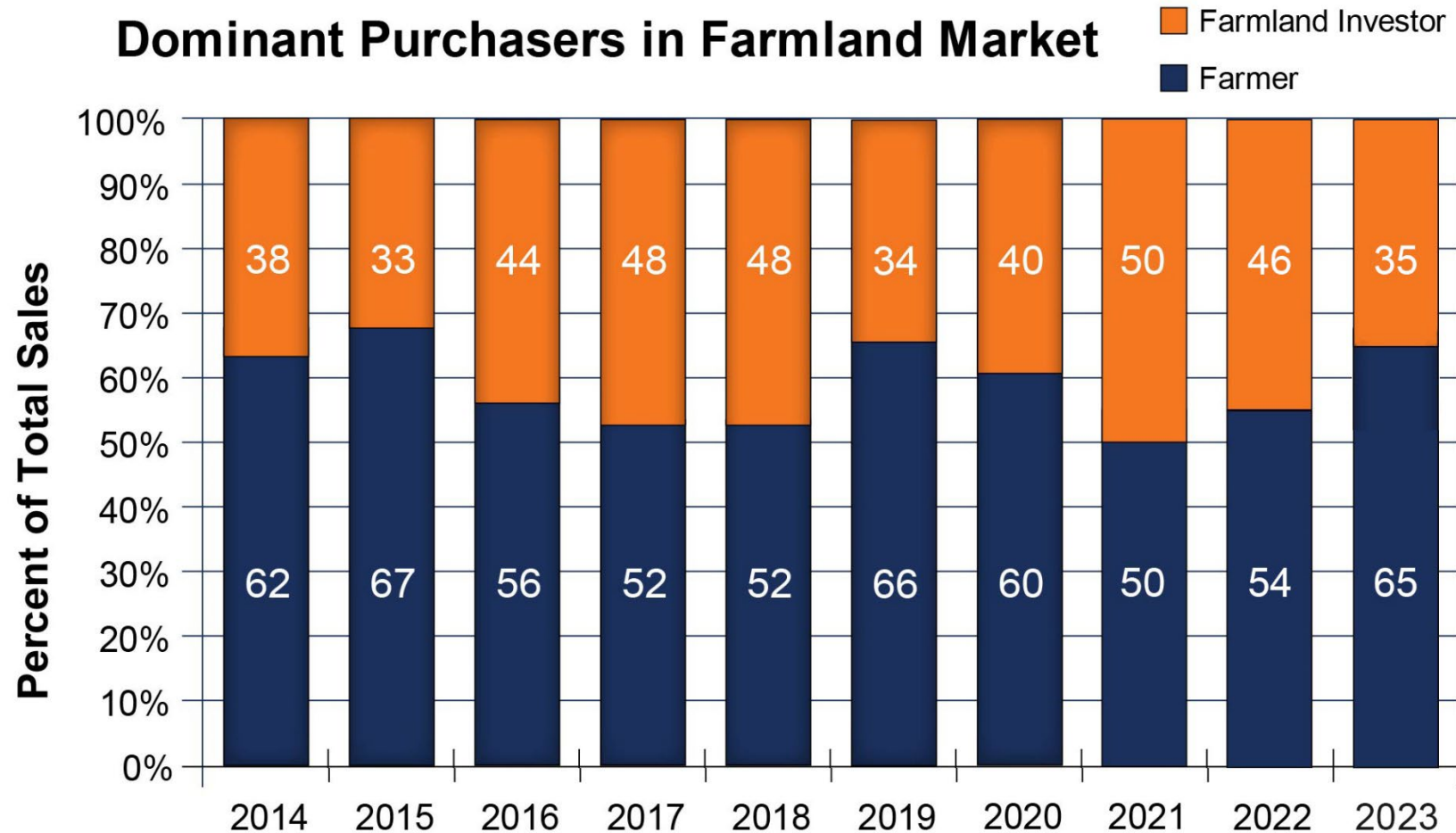
3.1% of all farmland

47% forestland, 29% cropland, 22% pasture and other

Chinese ownership is 1% of total foreign owned



Who is Buying?



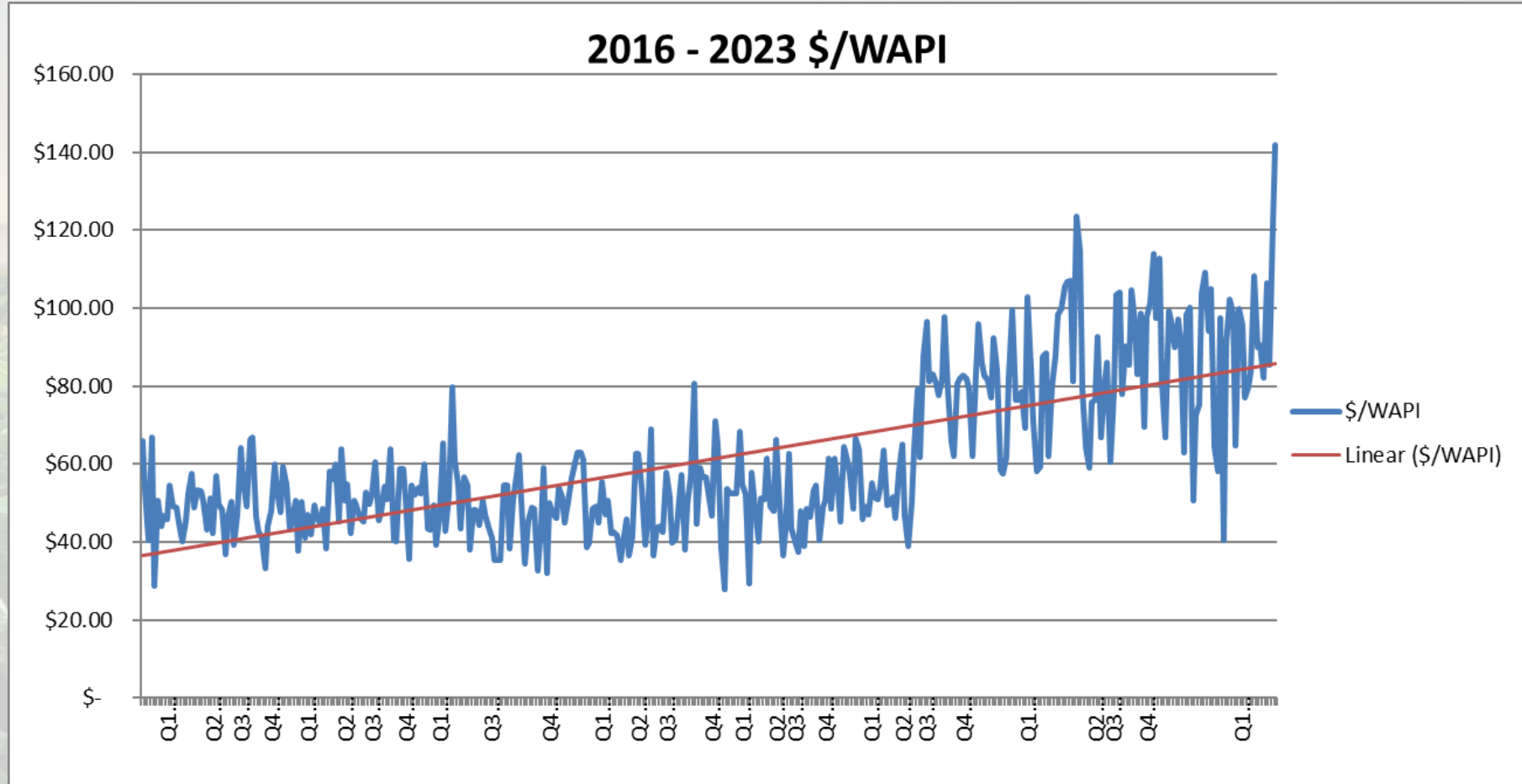
Halderman Real Estate Services, Inc.



HALDERMAN
REAL ESTATE & FARM MANAGEMENT

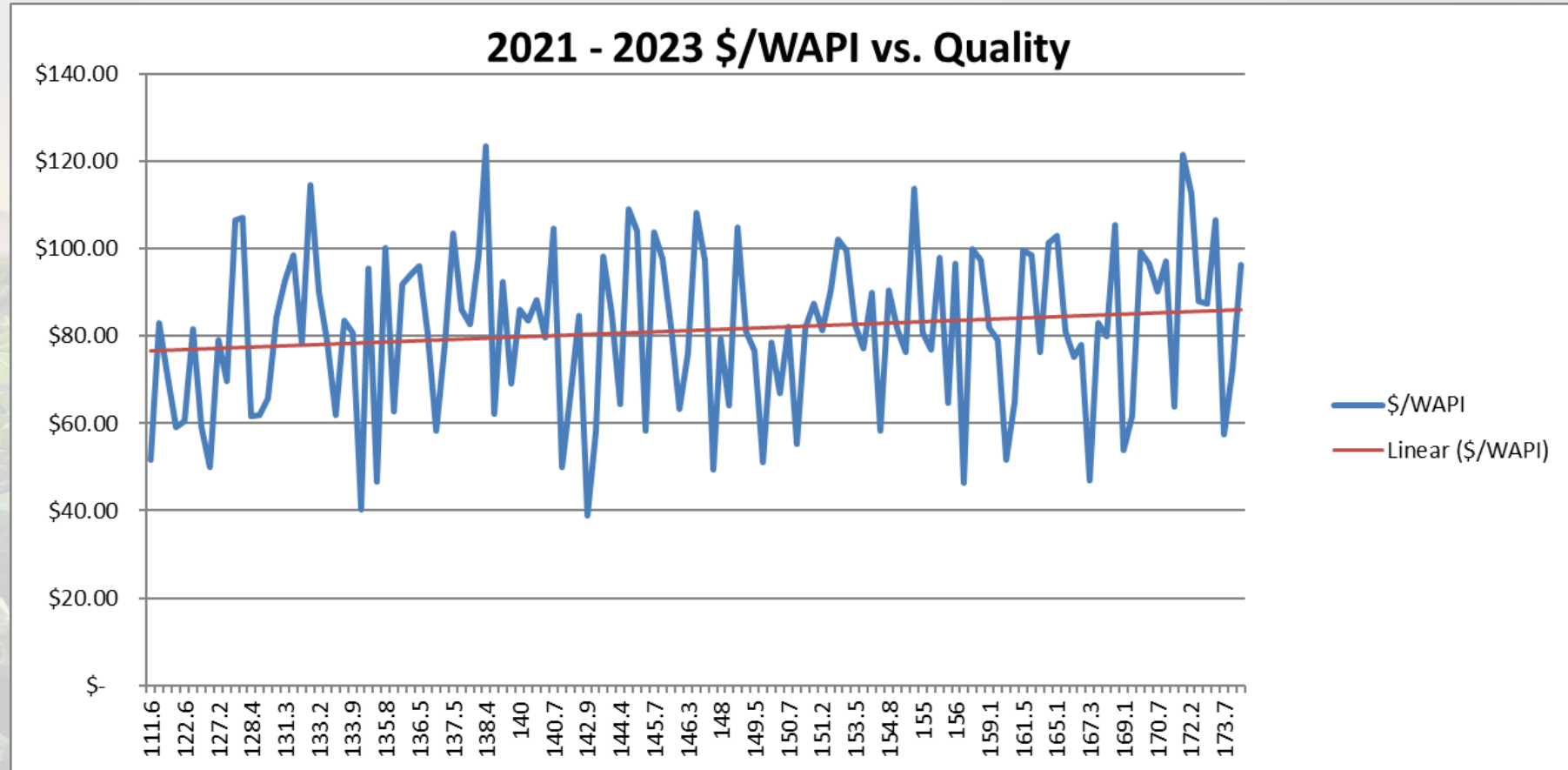
Summary of HRES Sales

- Trend 2016 - 2023



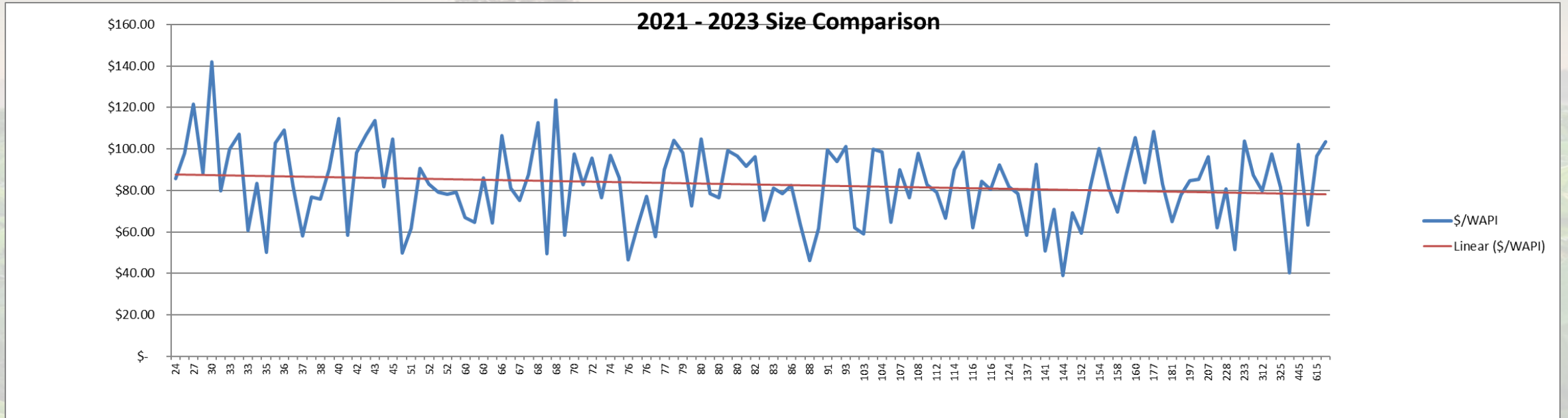
Summary of HRES Sales

- Does Quality Matter?



Summary of HRES Sales

Does the size of the parcel impact values?



Questions?

F. Howard Halderman
President

Halderman Real Estate & Farm Management

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REAL ESTATE & FARM MANAGEMENT





ELORIS SPEIGHT

Director

Socially Disadvantaged Farmers and Ranchers Policy
Research Center



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AND RANCHERS POLICY RESEARCH CENTER

Farm Foundation[®] Forum: Ownership and Investment in U.S. Farmland **SDFR Policy Research Center** located at Alcorn State University



Eloris D. Speight

July 2023

SDFR Policy Research Center



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SOCIALLY DISADVANTAGED FARMERS
AND RANCHERS POLICY RESEARCH CENTER

- Authorized in 2014 Farm Bill
- Located at 1890 University
 - Alcorn State University- MS
- National--strategic focus in the 18 states with 1890 land-grant universities
- Staffed by 6 full-time employees +
 - University staff
 - contracts/ subawards
- Why created?
 - One voice for SDFR
 - Ensure data driven information available
 - Provides vehicle for minority farmers to be involved in policy construction, interpretation and implementation

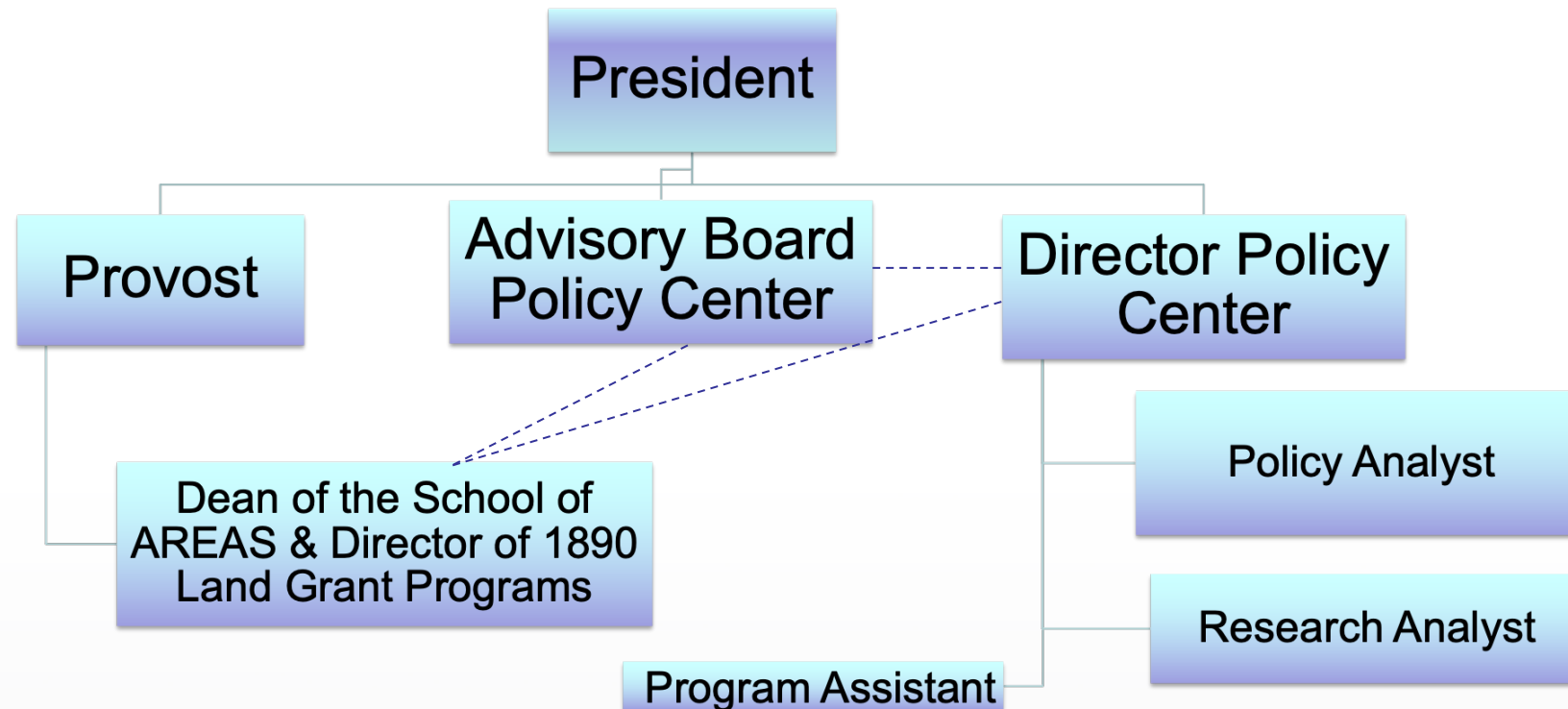


SDFR Policy Research Center



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Mission/Vision



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SOCIALLY DISADVANTAGED FARMERS
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- **Mission**

Conduct research, analyze policy and make recommendations seeking to achieve equitable and economic integration of USDA programs and policies for socially disadvantaged farmers, ranchers, communities and rural landowners

- **Vision**

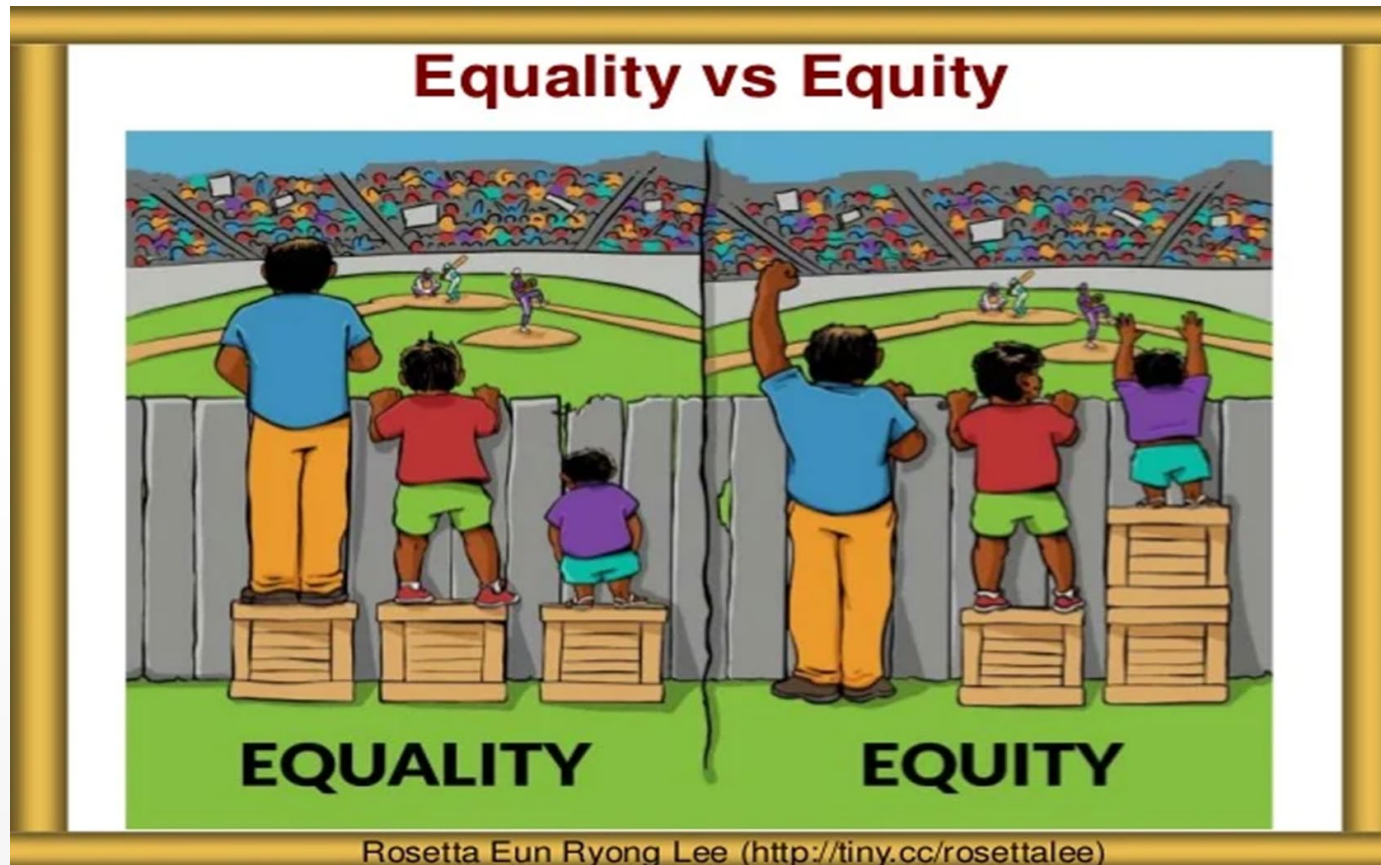
To be the premiere authority for information on the history, current conditions, trends and future projections of socially disadvantaged farmers, ranchers (SDFR) and communities

Equity vs Equality



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Equity vs Equality



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- **Equitable and equal are two different words with different meanings.**
 - Equitable means marked by or having equity, and applies in the context of fairness or equal treatment.
 - Equal means the same in all respects, and refers to any two things which are the same.
- **Equity recognizes that each person has different circumstances and allocates the exact resources and opportunities needed to reach an equal outcome.**

Areas of Focus



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- Stakeholder Engagement
 - Active Research
 - Policy Development
 - Strategic Outreach





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STAKEHOLDER ENGAGEMENT



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Stakeholder Engagement

- 70+ Community-Based Organizations
- 1890 (100%) and 1862 Universities (MSU, UT, Auburn, UA)
 - Small Farms Conferences/Outreach /PAWC
- Technical Working Group/ Congressional Black Caucus (CBC)
- Advisory Board Chaired by President of ASU





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Stakeholder Engagement

– Partnerships

- Southern Risk Management Education Center (SRMEC)--UA
- The 1890 Universities Foundation
- Southern Rural Development Center (SRDC)-MSU
- Law Centers
 - Harvard Law School Food Law & Policy Clinic
 - Vermont Law School-Center for Agriculture and Food Systems/ Southern University Law Center/UA Law Center
- MS Center for Justice—Heirs Property
- Jackson State University—Policy Analysis
- The Tennie Group—Tax Information/Financial Planning
- MMFA-establish and operate ARC –Northern MS

Stakeholder Engagement



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– Partnerships

- USDA
 - Office of Partnerships & Public Engagements (OPPE)
 - NRCS—Outreach Agreement
 - NIFA-Cooperative Agreement—
 - **FSA--Cooperative Agreement**
- Tougaloo College--Leadership for Elected Officials—Rural Towns
- John Deere/ Corteva Agriscience
- International Produce Association
- Walmart—Center for Racial Equity



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Focusing on Policy Research that Impacts Socially Disadvantaged Farmers and Ranchers



Active Research-- Priority Research Areas



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Impact of
current
agriculture
policy on SDFR

Land Loss
Among African
American
Farmers

Participation of
SDFR in USDA
Programs

Access to and
use of
technology

Active Research-- Priority Research Areas



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Original
Four Areas



Youth
Programs
and Pipeline

Community
and Urban
Agriculture



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POLICY DEVELOPMENT



Justice for Black Farmers Act of 2021--Background



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- From 1868 to 1934, federal government gave away 246 million acres of farmland, in 160-acre land grants, to over 1.5 million white families
- These federal land grants became the source of wealth creation for millions of White Americans as they improved the land, engaged in agriculture production, and leveraged the asset to start businesses and make investments
- Over the past 100 years white farmers have also utilized USDA loans, subsidy programs and grants to expand their operations and weather difficult times
- However, Black farmers were denied this assistance through a long history of racist discrimination by USDA
- When Black farmers tried to speak out about these injustices, USDA systematically ignored/dismissed their claims

Justice for Black Farmers Act-



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- This systemic racism by the federal government coupled with market discrimination forced the dispossession of millions of acres of Black farmland and decimated the population of Black farmers in America
- In 1920, there were nearly **1 million Black farmers** in the United States—Blacks made up 14% of US and farm population
- There were 926,000 (out of total 6,425,400) Black-operated farms, or one-seventh (**14.4%**) of all farm operations
- Black farmers have declined by more than **96%** since 1920 and is the only group declining in numbers



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Justice for Black Farmers Act-

- Why the focus on Black Farmers?
- Now, a century later, there are **fewer than 50,000 Black farmers** in the U.S, --**1.4%** of the **2.8 million** farmers and ranchers in the US
- Today, Blacks made up **14%** of US population and only **1.4%** of the farm population
- There are 35470 (out of total 2,042,220) Black-operated farms, or (**1.7%**) of all farm operations
- The Black-owned farms that remain are smaller on average than other farms and Black farmers make a fraction of what white farmers make in farm income
- According to USDA, 8% of Black Farmers receive funding from USDA
- Without Intervention, Black Farmers Will Become **Extinct**

Background on Development of Black Farmer Policy



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- Efforts of 32 Black groups to work with 4 candidates running for president to develop policy statements
 - Senator Warren, Senator Sanders, Vice President Biden and Michael Bloomberg
- Senator Warren developed most comprehensive policy
- Senator Warren drafted the Justice for Black Farmers Act
- Senator Booker took lead for the Justice for Black Farmers Act in 2020
- Senator Reverend Warnock drafted Emergency Relief for Farmers of Color Act in February 2021



Justice for Black Farmers Act of 2021



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- The Justice for Black Farmers Act was an attempt to create economic justice by eliminating lingering federal discrimination by creating fair access to credit and federal programs, which will provide the tools to grow that dream into a reality
- The bill put in place market reforms and invests substantially in regenerative agriculture to help level the playing field and make it possible once again for independent family farmers and ranchers across the country to thrive
- This model of fair markets and federal support created generational wealth for the ancestors of tens of millions of white Americans alive today –
- The Bill was an attempt to provide Black Americans and other Americans of Color the same opportunity

Policy Development- 2023



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- Recommendations—
 - Racial Equity
 - Justice for Black Farmers
 - Use of term-SDFR—no shared cultural history
 - FSA County/State Committees
 - Access to Capital/Other Resources
 - Farm Credit System
 - Transparency--Accountability—USDA /FCS
 - 1890 Priorities--Disparities in Funding
 - Expand Urban Agriculture
 - Expand Youth Programs for minorities in Agr

Policy Development- 2023



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- **Inflation Reduction Act**
- Signed by President Biden on 8/16/22
- Highlights of Act
- Section 1005 of the American Rescue Plan Act of 2021 was repealed
- \$2,200,000,000 for discrimination financial assistance
- \$3,100,000,000 to provide payments for the cost of loans or loan modifications with respect to distressed borrowers* of direct or guaranteed loans administered by FSA

USDA Response-Fact Sheet



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- Inflation Reduction Act Assistance for Producers Who Experienced Discrimination in USDA Farm Loan Programs
 - Section 22007 of the Inflation Reduction Act (IRA) provides \$2.2 billion in financial assistance for farmers, ranchers, and forest landowners who experienced discrimination in USDA’s farm lending programs prior to January 1, 2021
 - Distribution of these funds is one step in the long march towards justice and an inclusive, equitable USDA. The program complements other assistance made possible through the IRA, including [assistance for distressed borrowers](#)



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STRATEGIC OUTREACH



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Strategic Outreach



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- Facilitate Education—Technical Assistance
 - Farm Management/ Farm Bill-Policy Development
 - Financial / Tax/ Business /Marketing Planning
 - Cooperative Development
 - Heirs Property
 - Overview /Prevention /Resolution
 - Other Technical Support
- Curriculum Development
- Train-the-Trainer Workshops—November 29/30
 - Across land grant community/CBOs
- Tools-Multi-media/Techniques—Best Practices

Strategic Outreach



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- Outreach

- Newsletter --Quarterly

- Podcasts and Webinars for Policy Education and Updates

- Educational podcasts,--

- “The Policy Center Live”

- Introduction to the SDFR Policy Center

- What is the Farm Bill?

- Fixing the Issues Surrounding Heirs Property

- Heirs Property and the 2023 Farm Bill

- Inflation Reduction Act

Contact Information



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Questions / Wrap-up



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WHITNEY SAWNEY

Director of Communications and Policy
Native American Agriculture Fund

Ownership and Investment in U.S. Farmland

Whitney Sawney
Director of Communications and Policy
Native American Agriculture Fund





Healthy Lands, Healthy People, Healthy Economies

NAAF is the largest philanthropic organization devoted solely to serving Native American farming and ranching communities



NAAF Overview

- Founded in 2018 as a private charitable trust created by the settlement of the *Keepseagle v. Vilsack* class-action lawsuit
- Supports Native farmers and ranchers in:
 - business assistance
 - agricultural education
 - technical support, and
 - advocacy services
- Eligible grant recipients are:
 - 501(c)(3) organizations
 - Educational organizations
 - Including K-12 schools and college-level institutions
 - Community Development Financial Institutions (CDFIs)
 - Tribes
 - State and federally recognized
 - Instrumentalities



Land and Native American Agriculture

- Historical issues with Native American land ownership
- Inadequate access to agricultural land
- Role of tribal sovereignty in land management
- Preservation of traditional agricultural practices
- Complex legal frameworks and barriers to accessing capital
- Land ownership in tribal communities and food security
- Investing in agricultural infrastructure





The Economic Impacts



\$3.54 billion

in farm production only
accounts for 7.8% of total
“food dollar.”

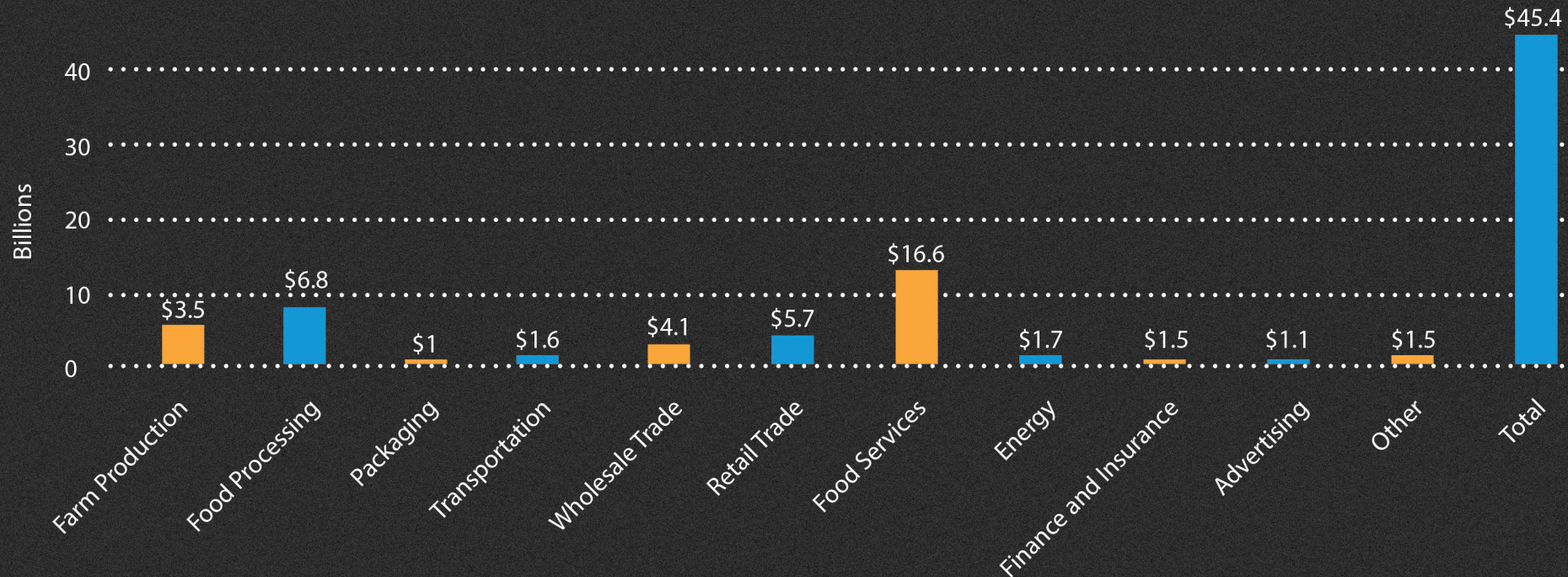




The Economic Impacts

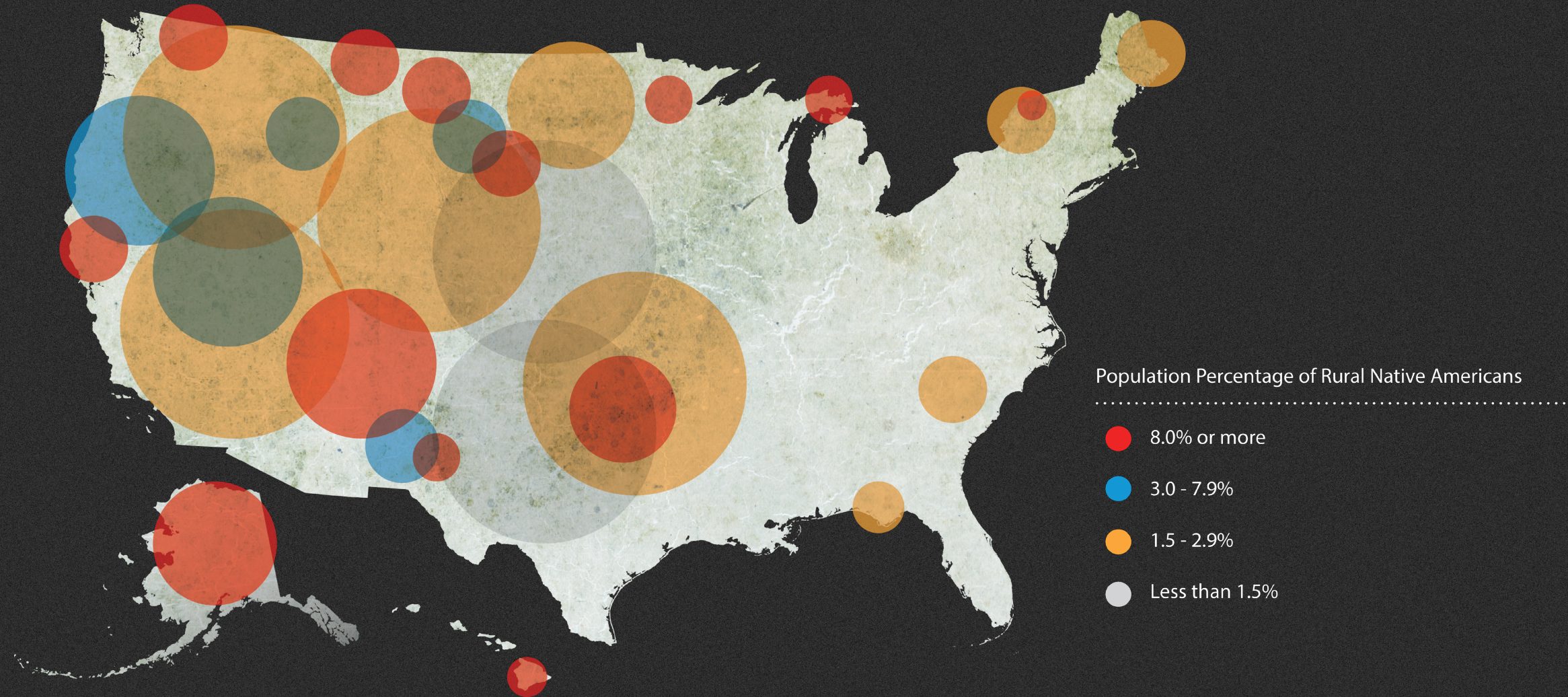
\$45.4 billion in potential value of Native food and agriculture sectors

Potential Value of Native Agriculture Sector in Billions



Rural Populations

An investment in Indian Country's food and agriculture infrastructure is an investment in rural America's economic future



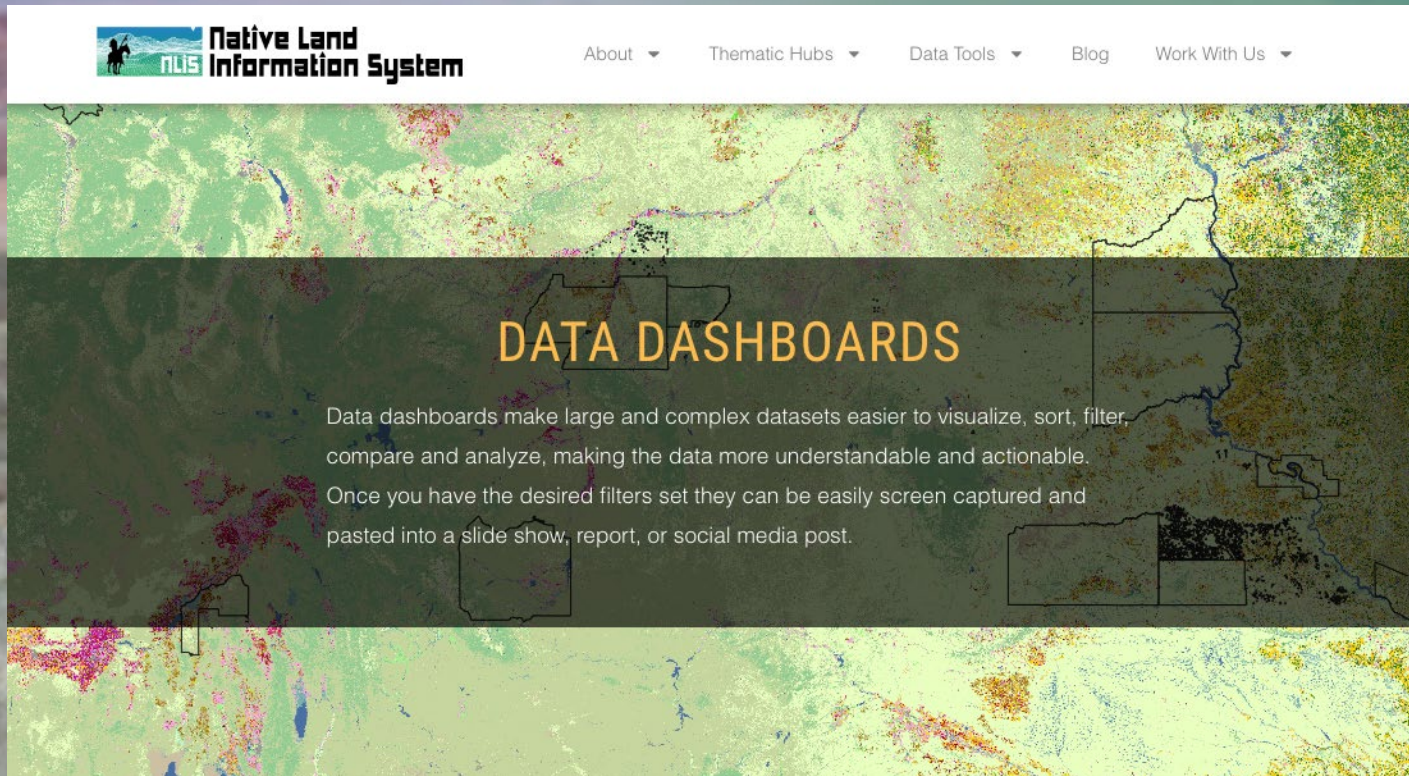


Land Management Resources in Indian Country

- Indian Land Tenure Foundation
- Intertribal Agriculture Council
- Indigenous Food and Agriculture Initiative
- Native Farm Bill Coalition
- Village Earth – Native Land Information System



Native Land Information System



The screenshot shows the website's header with the logo "Native Land Information System" and navigation links: "About", "Thematic Hubs", "Data Tools", "Blog", and "Work With Us". Below the header is a large map of the United States with a semi-transparent dark overlay. The overlay contains the text "DATA DASHBOARDS" in large orange letters, followed by a paragraph: "Data dashboards make large and complex datasets easier to visualize, sort, filter, compare and analyze, making the data more understandable and actionable. Once you have the desired filters set they can be easily screen captured and pasted into a slide show, report, or social media post." The map background shows various colored regions and state boundaries.

- Agricultural revenue on reservations and what percentage goes to Native farmers vs non-Native farmers
- Native land acreage and leasing
- Environmental risks for Native lands (drought, wildfire)
- Ground water on Native lands
- Much more
- [Nativeland.info](https://nativeland.info)



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[@NativeAgFund](#)

www.NativeAmericanAgricultureFund.org





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We hope to see you at a future event!

#FarmFoundationForum

