



GROUNDSWELL
Center for Local Food & Farming

Cornell Cooperative Extension
Tompkins County

DRAFT

BEGINNING FARMER LAND ACCESS RETREAT

SATURDAY: ARNOT FOREST

Introductions

10am to 11am

- Welcome/schedule and logistics - Juliana Quaresma (Groundswell) and Crystal Buck (CCE Tompkins)
- Introductions - *Ricardo Orellana (farmer)*

Conversation 1: Business Planning and Goal Setting

11am to noon

Center for Agricultural Development and Entrepreneurship (CADE)

- The importance of a business plan and why it's needed
- Farm business planning basics - where to start and what to include
- Wholistic farm planning - clarifying business and personal goals
- Financial readiness

Lunch:

noon to 1pm

Catered by Jojo Cook Flx - Salvadorian-Puerto Rican inspired (vegetarian and GF options)

Conversation 2: Land Access Options and Legal Considerations

1pm to 2pm

Jack Hornickel - Pace University Farm and Food Business Law Clinic

- The basics of buying and leasing land
- Lease to own and option to buy
- Community land trusts and ground leases
- Cooperative land access
- Forming an LLC

Break

2pm to 2:15pm

Conversation 3: Financing Options

2:15pm - 3:45pm

- Funding options: crowdfunding, FSA loans, owner financing - *Juliana*
- Grants - *Brit Campese (Vision Driven Consulting)*
- Quarter Acre for the People: Grants, financing, and cooperative land access in action - *Jay Smith (Khuba International)*

Wrap up and closing thoughts

3:45 to 4pm

- Evening and Sunday plans
- Feedback survey



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SUNDAY: FARMLAND ASSESSMENT AND TOUR

Breakfast and Talk

9am to 10:30am

Finding and Evaluating Land – Juliana and Paul Gier (Soil and Water Conservation District)

Tour of Available Farmland #1

10:45am to 11:45

Lunch

11:45 to 12:15pm

Tour of Available Farmland #2

12:15pm to 1pm

Tour of Available Farmland #3

1pm to 1:45pm

Wrap Up and Feedback Survey

1:45 to 2pm