



SUCCESSION PLANNING RESOURCES

Skagit County Farmland Legacy Program offers resources, networking, and workshops in support of strengthening the viability and continuity of farm operations in Skagit County. This document provides links to workbooks, guides, webinar recordings, support organizations, businesses, and farmer stories.

In addition to valuable information on succession and transfer strategies, find useful tools on:

- Leasing
- Business planning
- Estate planning
- Legal
- Finding tenants
- Finding land
- Buying land

SUCCESSION WORKBOOKS & GUIDES

- [Checklist for farmland succession planning](#) - Purdue University
- [Where Do I Start? Transferring the Farm Guide](#)

This guidebook is a go-to resource and has supported many farmers, ranchers and landowners through their farm transition. It's simple, approachable, and achievable.

- [Successful Farm Transfer Guide for Farmers Without a Designated Successor](#)
- Land for Good also wrote a guide on how to approach planning without a successor, and it includes information on how to approach the search and how to prepare for transfer.
- Washington's Office of Farmland Preservation offers [a guide on transition planning](#). More Transition Planning Resources are at the bottom of the [OFP webpage](#):
 - Family Communications, Farm Linking, Business Planning, Legal issues & Structure

SUCCESSION & TRANSFER STRATEGIES

- [Strategies for Conservation Easements in Tax & Estate Planning](#).
- [The Farmland Transfer Process](#)
- [Planning the Future of Your Farm: A Workbook Supporting Specialty Crop Farm Transfer Decisions](#)



LEASING LAND

- [Elements of a Good Farm Lease](#)
- [Farmland Leasing: Success for Landlords & Tenants Fact Sheet](#)
- [Due Diligence: Evaluating Land for Lease](#)
- [Farmland Tenure and Leasing Legal Guide](#)
- [NY State Agricultural Mediation Program Lease Discussion Guide](#)
- [The Landowners Guide to Sustainable Farm Leases](#)
- [Model Agriculture Ground Lease Agreement](#)
- [Model Ground Lease Commentary](#)
- [Sample Short-term Lease Agreement](#)

[Build-A-Lease Tool](#)

Land for Good

Build-A-Lease will help you develop or improve your farm lease. It includes definitions, helpful FAQs, sample language, and fill-in space for the most common sections of a farm lease.

FARM BUSINESS PLANNING

[AgWest Farm Credit Business Tools](#)

Guides for risk management planning, strategic business planning, how lending decisions are made, preparing agricultural financial statements, the borrower-lender relationship, land buying checklist, and understanding key financial ratios and benchmarks.

[Food & Farm Business Services](#)

Business Impact NW

Food & Farm Business Services, a part of Business Impact NW, offers comprehensive support for food and farm entrepreneurs across Oregon & Washington State. They provide access to essential skills, resources, networks, and marketplace opportunities to help you start, run, and grow your food or farm-related business.

[NABC Business Services](#)

Northwest Agriculture Business Center

NABC provides business development resources to farmers and agriculture-related business in northwest Washington. They work collaboratively to evaluate innovative agricultural products or services in order to ensure successful implementation into the market place. NABC's fee-based technical assistance provides farm clients with "hand's-on" business plan review and development, preparation of capital and financing strategies and plans, value-added product development and marketing, project evaluations, and professional referrals.



LEGAL & MEDIATION RESOURCES

- [WA Agricultural Mediation Program](#) free mediation support
- [How to Use a Lawyer](#)

Farmland Access Legal Toolkit has a practical and easy-to-follow guide on working with attorneys. Preparing to work with an attorney can save you time, money and foster an efficient experience with your lawyer to keep costs down.

- [Farm Commons](#)

Farm Commons, a hub for legal education for farmers, has a whole publication on [succession and land transfer](#), and this chapter on [Working Effectively with Attorneys and Professionals on Your Farm Succession Plan](#) may provide some support while you prepare to visit with an attorney.

FINDING A LONG TERM TENANT

- Farmlink programs can be a useful tool to find tenants and successors, Washington Farmland Trust's [Farm to Farmer](#) is one of them, with [land-seeking farmer profiles](#). You can also [create a listing for your own farm property](#). Here is a [link where you can find programs from across the nation and in the region\(mapped by AFT\)](#).
- Land for Good's website has some general information that includes [lease agreements and preparing for tenant farmers](#).
- Getting clear on what's on offer for potential tenants is an important first step before you start to spread the word about the opportunity. Here are a few links to how to create a positive posting: [how to create an effective property posting](#) and [building a great land listing](#) from CA Farmlink.

FARMER STORIES AND CASE STUDIES

[Farmland Access Legal Toolkit](#)

Farmland stories that capture many farmers' journeys through succession, land access and land transfer, one of the most helpful features is the search function. You can track helpful tools like how farmers were able to afford farmland, methods of access, and much more.

[Oregon Agricultural Trust](#)

Learn how other farmers have successfully transitioned their land. These are nice because they are videos, if you feel like watching or listening rather than reading.

[Ties to the Land](#)

This is a succession guide from Oregon State University that centers on the needs and experiences of PNW ranchers, growers, landowners and small timber holders. The case studies start on page 53, and there are lots of helpful worksheets before that.



PLANNING FOR THE FUTURE OF YOUR FARM WEBINARS

This two-part series originally presented online on Feb. 23 and Mar. 9, 2022, by the Thurston Conservation District:

- Find a recording of Part 1 here.
- Find a recording of Part 2 here.
- Find all additional handout resources, including presentation slides, here.

Hosted by Underwood Conservation District, this succession planning webinar was presented live on Mar. 24, 2022:

- Find the recording here.
- You can also view the slideshow only by clicking here.
- Additional resources shared can be found here.

FINDING LAND

- Finding Farmland Course - National Young Farmers Coalition
- Access to Farmland Webinar - WA Farmland Trust & WSU Snoho. Extension
- Farm to Farmer

Access the statewide land-linking portal, farmtofarmer.org, which allows farmers with established businesses and farmland owners to post listings about their land or farm business and connect with one another through a private messaging system. In addition, access resources, support from program staff.

- Acquiring Land to Farm Guide
- How to Present Yourself to a Landowner
- Acquiring Your Farm
- Farmland Access Legal Toolkit
- WA Farmland Trust - Conservation Tools (Simultaneous Sale)
- Farmland Protection and Land Access (FPLA) Program

BUYING LAND

USDA New Farmers

Learn about USDA resources and support for Beginning Farmers

Seeking Farmland Resources

Land for Good

A collection of free resources relevant to farmers seeking farmland.



OTHER HELPFUL LINKS

Land Transfer Specialists PNW

Local Land Transfer Support

A Land Transfer Navigator can help with the successful transfer of your farmland to the next generation—whether that's to a family member, community member or a new farmer. They can help you: • set goals; prepare for conversations with family members and business partners; • access services and information to take your next step in the planning process; • follow through on your plans and progress with regular check-ins.

Two Skagit area Navigators are available to you as a no-cost resource: Elizabeth Bragg, Land Transfer Specialist, American Farmland Trust, (360) 641-5502, ebragg@farmland.org; Sarah Stoner, Skagit County Farmland Legacy, (360) 416-1417, sstoner@co.skagit.wa.us

Washington Food & Farm Finder

Eat Local First

The Washington Food & Farm Finder is intended for owners and operators of local farms, food businesses, and local food systems organizations in Washington State. Listings are currently Free. Resource Category: Farm Business Planning

<https://thurstoncd.com/working-lands/south-sound-farmlink/resources-2/>

<https://extension.oregonstate.edu/business-economics/estate-planning>

<https://extension.oregonstate.edu/catalog/pnw-763-ties-land-succession-planning-rural-landowners>

<https://farmlandinfo.org/transfer-your-farm-or-ranch/>

<https://farmlandinfo.org/media/farm-succession-planning-and-acep-ale/>

WSU: Regional Small Farms Program

Washington State University

Washington State University Regional Small Farms Program provides research-based information and educational programs for farmers, consumers, decision-makers, and others involved in local food systems.

Collaborative Farming Resource Library

Rogue Farm Corps

Comprehensive resource pages on different models of collaborative farming. Browse through the Library chapters to find guidebooks, case studies, podcasts, professional resources, and more on each model of collaborative farming.

Landowner's Guide to Washington Water Rights

Washington Rivers Conservancy

This handbook is intended to demystify water rights and provide the basic tools for understanding what a water right provides and what it does not.