



American Farmland Trust

Farmland Advisors New Jersey Verification Support Tool

Please use this tool to track workshops, trainings, and technical assistance provided to farmers looking for farmland, and farmers and landowners looking to make their land available for farming and transfer it to the next generation.

Direct Assistance:

Business or Individual	Farmer/ Farming Landowner/ Non-Farming Landowner	Acres of Farmland Managed	Area of Interest	Type of Support Provided	Follow Up Action
Jane Doe	Farmer	15	Looking for help assessing financial readiness to purchase farmland	<ul style="list-style-type: none"> - Initial communication through email - Completed the Personal and Business Goals Worksheet and Financial Self-Assessment Worksheet via phone - Introduced Jane to NJFarmlink.org 	<ul style="list-style-type: none"> - Jane has already calculated her net worth and will work on creating an Income Statement and Cash Flow Statement - I will check in with Jane in one month and, if needed, help her complete these two statements so she is prepared to approach lenders
Smith Family Farm	Farming Landowner	200	Looking to transfer farmland to the next generation of four children	<ul style="list-style-type: none"> - Connected family with NJ Ag Mediation - Reviewed Farm or Ranch Transfer Signs Checklist - Provided Farm or Ranch Transfer Action Plan Worksheet to next generation 	<ul style="list-style-type: none"> - Next generation committed to completing Transfer Action Plan by January 2020 - Will assist family in assembling their team of experts: attorney, accountant, insurance agent, etc.
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Workshops & Trainings:

Please use the following table to document the workshops, training events, and networking events you organized or collaborated on that addressed farmland access, transfer or conservation. Complete the Date, Title and Total Attendees columns, at minimum. Include additional rows as needed.

Date	Title (or brief description)	Number of Farmers in Attendance	Number of Farming Farmland Owners in Attendance	Number of Non-Farming Farmland Owners in Attendance	Number of Service Providers or Others in Attendance	Total Attendees
8/15/19	Farmland Leasing: This workshop explored the different kinds of leases. Participants learned how to develop a lease that properly protects both the farmer and the landowner.	5	3	1	1	10
9/12/19	The Law and Practice of Agricultural Conservation Easements: This workshop explored legal topics relating to agricultural conservation easements (drafting, affordability provisions and affirmative covenants, appraisal methodology and tax considerations, and recent litigation and proposed legislation)					14

Please include any additional information about events that does not fit well into the above table, including highlighting events completed in collaboration with other Farmland Advisors. Feel free to include supporting documentation including workshop agendas and any other relevant materials.