



SEMAM

SOUTHEASTERN MASSACHUSETTS AGRICULTURAL PARTNERSHIP

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Dear Southeastern Massachusetts Producer,

SEMAM is pleased to announce the launch of our new Farms Forever program, and the opportunity for farms like yours to apply for low-cost, 1-on-1 farm transfer planning assistance.

The goal of Farms Forever is to sustain *working* farmlands, not just preserved land, and to help new and next-generation producers begin farming in our region. We hope that SEMAM can bring together existing resources, provide coordinated referrals and networking, and help address gaps in services in our area.

As the first step in Farms Forever, **SEMAM has raised funds to support low-cost, 1-on-1, farm transfer planning assistance for a limited number of farms in our region.** The transfer planning support will be offered by **Land For Good**, a regional nonprofit that specializes in land use planning, farmland tenure and farm transfer. This letter explains our program and the costs, and the attached application provides details about how to apply if you are interested.

We know farm transfer planning is a tough topic. It's hard enough to take care of day-to-day operations, much less consider the future of your whole farm. Legal, financial, retirement, family, and tax issues are all involved. Where do you start?

While planning our program, we asked a number of you what we could do to help local farms take the first step in farm transfer planning. **Here's what we heard:**

- "To be blunt, I can't figure out the first step."
- "It blows your mind to think about all this. Help me through this."
- "I should have thought about this ten years ago."
- "It has to be one-on-one service."
- "I need individual help from a trustworthy group."

Land For Good's service is designed to address these needs. It's personalized, 1-on-1, and takes you step by step through the process.

Here are the basics of Land For Good's "Getting Started" package:

- Approximately 6 months duration.
- Includes:
 - initial assessment
 - creating an action plan with you and family members
 - referrals to service providers such as attorneys and financial planners
 - follow-up support
- Cost: **Farm pays: \$150** **Project pays: \$300** **Total value: \$450**





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We believe Land For Good's transfer planning packages address many of the needs we've heard about from growers. They offer a systematic way to help you through farm transfer planning, step by step. And between LFG's reasonable rates and the support provided by Farms Forever, **you pay only \$150 for services worth many times that much** (imagine paying for intensive 1-on-1 work with a lawyer over 6 months!).

LFG will help you get started, and by the end you'll have the peace of mind of knowing that a detailed plan is in place for the future of your farm.

So if you've been wondering about the future of your farm but have been unsure how to get started, please put our program to work for you. **Fill out the enclosed application form and send it back to us.** We can offer only a limited number of packages, and we want your farm to be one of them. We will notify you quickly if you've been accepted.

In the coming months, look for additional offerings from SEMAM's Farms Forever program—including a new webpage, resources and information for retiring and entering growers and landowners who would like to have their land in more active agriculture, small group & networking meetings for beginning/retiring growers/landowners to meet, and more as our fundraising permits.

If you have any questions, don't hesitate to contact me at 508-295-2212 x 50 or skelley@semamonline.org.

Best regards,

Sarah Kelley
SEMAM Executive Director

Special thanks to the Makepeace Neighborhood Fund and First Pioneer Farm Credit for support of this project.