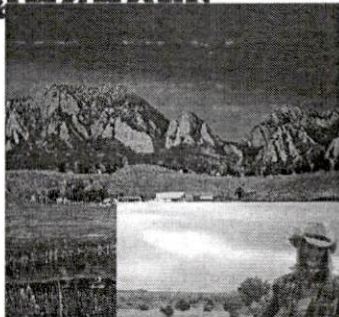


Young and Beginning Farmers and Ranchers

- Economic Development
- Rural Development
- Stewardship
- Cultural Heritage



Colorado's Agricultural Land: Challenges and opportunities to support the next generation of farmers and ranchers

Young and Beginning Farmer
Interim Study Committee

Denver, Colorado

August 10th, 2017



THE AVERAGE AGE OF THE
AMERICAN FARMER IS 58.



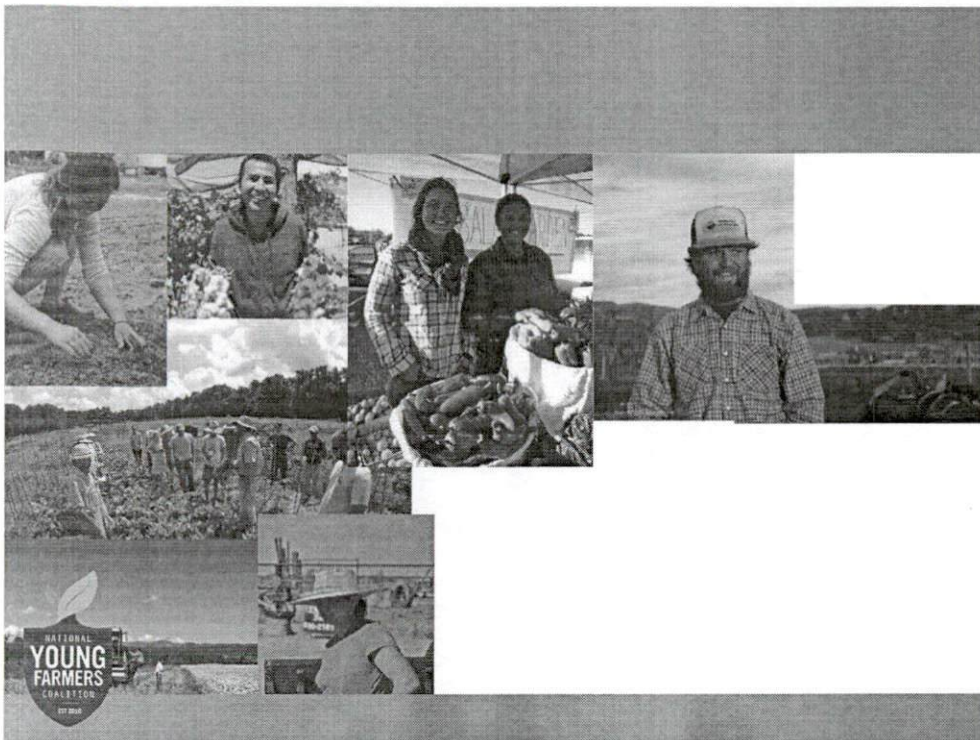
OVER THE NEXT 25 YEARS,
2/3 OF ALL FARMLAND WILL
NEED A NEW FARMER.



Young and Beginning Farmers and Ranchers

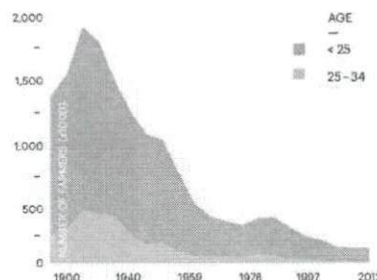
- **Beginning** – defined by the USDA as an individual who has 10 years or less of experience operating a farm or ranch
- **Young** – no formal USDA definition, but typically 35 years or younger



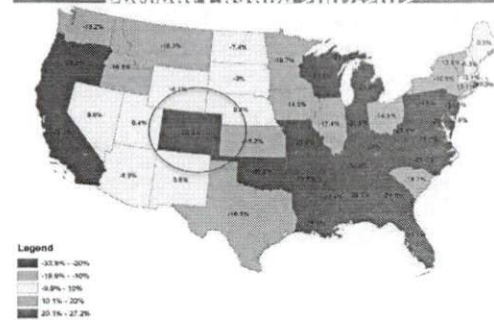


Young and Beginning Farmers

FIG 2: DECREASE IN FARMERS UNDER AGE 35 (1890-2012)

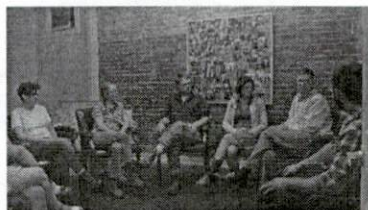
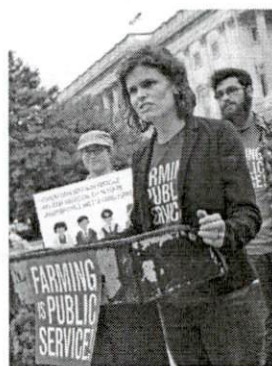


Principal Operators on Farm Less Than 10 Years Percent Change 2007-2012



USDA, Census of



Policy Change




- From 2002 to 2012, Colorado experienced an increase in the number of principal operators over the age of 55 and a decrease in the number of both young farmers and beginning farmers entering agriculture.
- Twenty-four percent of all Colorado farmers in 2012 were beginning farmers, down from 34 percent in 2002. Despite a small increase in the number of young farmers from 2007 to 2012, **Colorado farmers over the age of 55 outnumber young farmers and ranchers under 35 by 12 to 1.**
- Approximately sixty-four percent of Colorado producers will approach retirement over the next two decades, and over 20 million acres, or 63% of Colorado's agricultural land, may pass to new owners.



Western Program

Our work focuses on protecting water for agriculture, building incentives to ensure the good stewardship of that water, and empowering young farmers with the tools they need to enter roles of water



Network Building




34
CHAPTERS
In 26 States




2017 NYFC National Survey

- Our second national survey; data compiled by George Washington University at national and state levels
- NYFC partnered with 94 other organizations to increase participation in the survey outside of our existing network.
- limited our analysis to those individuals aged 40 and younger living in the United States who either currently farm, once farmed in the past, or would like to farm in the future.
- The 2017 National Young Farmer Survey yielded 4,746 total respondents.
 - 79% (2,772) are currently farming
 - 15% (734) have left farming
 - 5% (176) are aspiring farmers
 - 1% (32) do not wish to farm

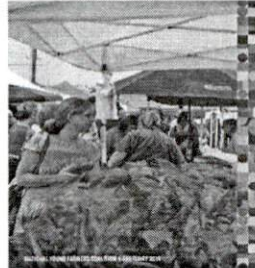


Business Services


- **Membership benefits**
- **Trainings**
- **Reports**
- **Guidebooks**
- **Representation in D.C.**



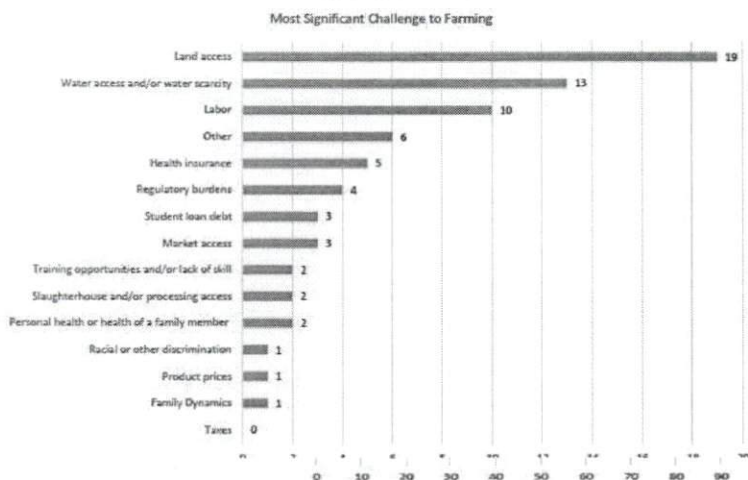
 10% off	 10% off	 20% off
 10% off	 10% off	 10% off
 20% off	 10% off	 10% off



VEGETABLE FARMER'S GUIDE TO ORGANIC CERTIFICATION



2017 NYFC National Survey:



2017 NYFC National Survey:

Demographics

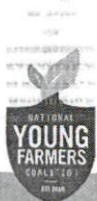
Farm	Which marketing channel makes up your highest proportion of sales overall?	# of Respondents
	Community Supported Agriculture	462
	Farmers market	434
	I don't know	318
	Restaurant	226
	Other	225
	Farm stand or store	165
	Retail markets, including supermarkets, food cooperatives, and grocery stores	127
	Commodity market through a cooperative	88
	Commodity market through an intermediary, such as a grain elevator	87
	Farm website	78
	Distributor	61
	Forward contracting to sell directly to an individual processor	44
	Food hub or value added producer	42
	Institution, such as schools and universities, hospitals, food banks or prisons	41



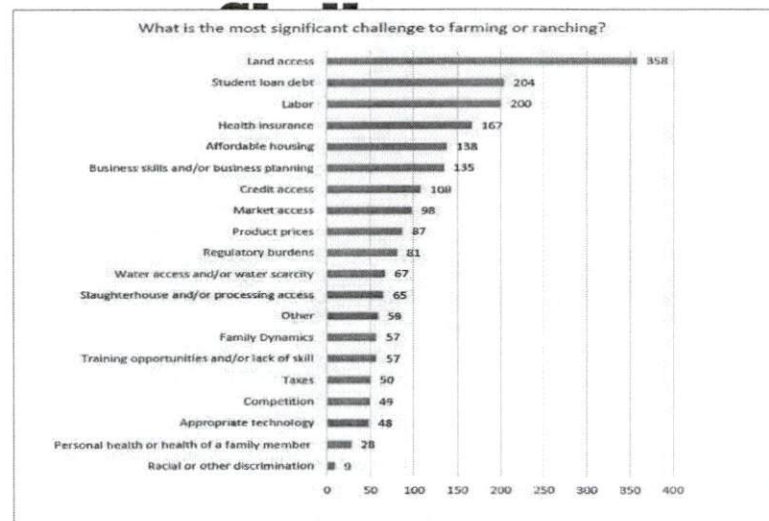
2017 NYFC Survey

Land Access

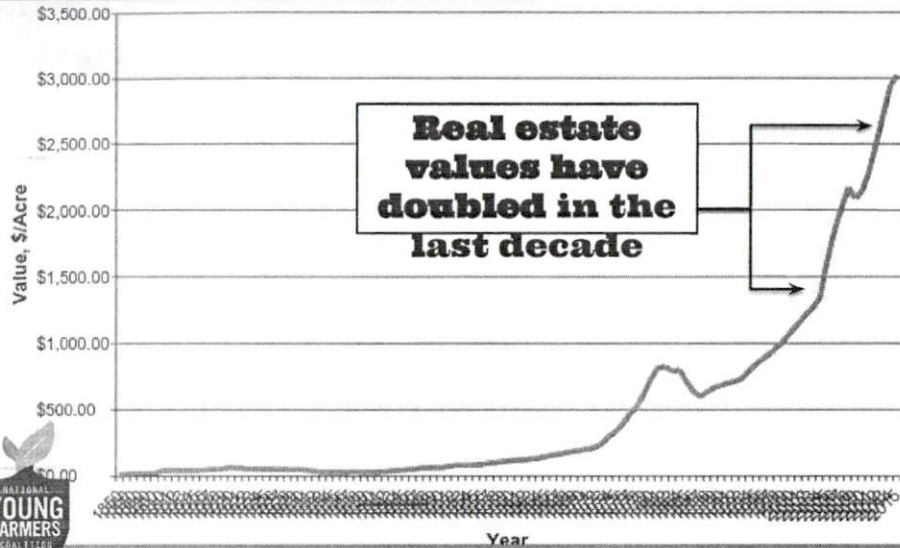
- BIGGEST CHALLENGE** for current farmers both nationally and in Colorado
- MOST SIGNIFICANT** reason for leaving agriculture
- BIGGEST BARRIER** to start



2017 NYFC National Survey:

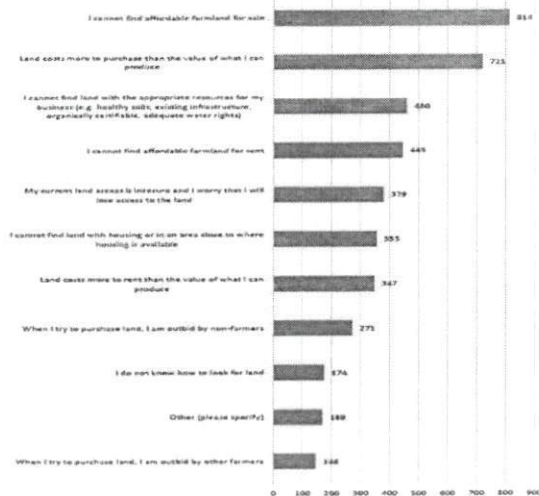


Challenges



2017 NYFC National Survey: Land

Challenges of Land Access



The Path to Land Access

Desire to Farm

Gain Farm Experience

Farm Plan

Farm Search

Secure Farm Tenure

Success!



Land Access Context

- Real estate values have doubled in the last decade
- Land around urban areas where market opportunities are greatest is often the most expensive. Similarly, irrigated land can be twice as expensive.
- Pre-existing debt, such as student loans, prevents farmers from accessing capital
- Many new farmers did not come from farming backgrounds
- Retiring farmers need to recoup equity from their business & land
- Fractionated ownership, disproportionate land loss, and discrimination against access in minority populations



Policy Recommendation

- Expand the Beginning Farmer and Rancher tax credit to include the sale of land and agricultural assets
- Create a state capital gains tax deferral/exclusion for farmland and agricultural assets sold to new and next generation farmers and ranchers until the land is converted out of agriculture.
- Establish a beginning farmer and rancher student loan repayment program to encourage more students to enter agricultural profession; encourage rural development



www.youngfarmers.org

Kate Greenberg, Western Program Director

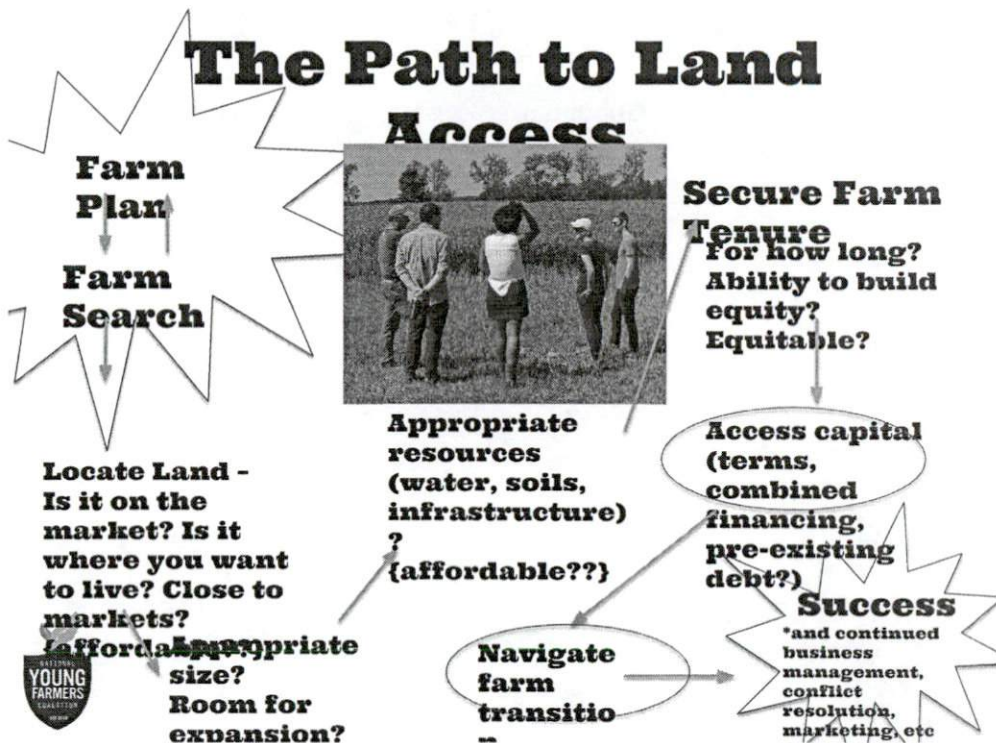
kate@youngfarmers.org

Alex Funk, Southwest Policy Analyst

alex@youngfarmers.org



The Path to Land Access



Policy Recommendation

- Establish a Beginning Farmer and Rancher Center at CSU to coordinate education and information services statewide for new farmers and ranchers; provide succession planning technical assistance
- Expand the Innovative Industries Internship Grant program to include agricultural industry internships
- Provide state income tax credits or other financial incentives for landowners who employ and intern/apprentices to help offset wages/other training costs and encourage more landowners to take on on-farm apprentices/internships

