



Resources for Farmers



Dedicated to generations of family farms

pccfarmlandtrust.org



1402 Third Avenue #709, Seattle, Washington 98101
206.547.9855 | farmlandtrust@pccfarmlandtrust.org



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For changes or additions, please contact farmlandtrust@pccfarmlandtrust.org.



FARMING RESOURCES

[King County Agriculture](#)

Access to and information about all of King County's farming related programs, including the one stop [Farm King County](#) platform for technical, business and educational assistance.

[Office of Farmland Preservation](#)

Offers a Succession Planning Workbook, Conservation Clearinghouse, and other resources.

[Pierce County Farming](#)

Includes resources for "getting ready", business and marketing tools, an agricultural library, and more.

[Tilth Alliance](#)

Merger of [Cascade Harvest Coalition](#), [Tilth Producers of Washington](#), and [Seattle Tilth](#), which hosts Farm Walks, operates an incubator program, organizes an annual conference, and manages the [WA Farmlink Program](#) and marketing program [Puget Sound Fresh](#).

[USDA's New Farmers](#)

In-depth information for new farmers and ranchers, including: how to increase access to land and capital; build new market opportunities; participate in conservation opportunities; select and use the right risk management tools; and access USDA education, and technical support programs.

[Viva Farms](#)

Viva Farms leases 33 acres to new farmers to launch and grow their businesses. Viva minimizes prohibitive start-up costs by providing access to shared resources: education, training, equipment, technical assistance, capital, land, and markets.

[Washington Farmers and Ranchers](#)

A collaboration of agricultural groups working together to help consumers learn more about the food our state supplies locally and globally.

[Washington State University Extension](#)

WSU Extension educators are the critical link between science and research generated at Washington State University and the hands-on work of growing food, fuel, and fiber. An excellent resource for current producers, WSU Extension also holds farm planning and farm business planning courses through their [Cultivating Success](#) program.



WSDA Organic Food Program

Washington State Department of Agriculture's Organic Food Program provides information and resources about organic certification, cost share of certification costs, and guides for organic producers.

BUSINESS DEVELOPMENT

Center for Rural Affairs

This nonprofit provides business planning resources for new farmers, including information on high value markets and financing as well as resources specific to veterans and women.

Farm Aid Resource Network

This online directory helps producers find the resources they need, from legal assistance to marketing.

Grass Fed Small and Very Small Producer Program (federal certification program)

This program offers a less costly way for small-scale producers to market cattle and sheep as USDA certified grass-fed, thereby enabling them to realize a higher market value for their animals. Cost: \$108

Northwest Agricultural Business Center

NABC "provides farm clients with "hands-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."

Social Media Marketing Resources

The Land Connection offers a helpful how-to for social media novices, highlighting how to use platforms like Facebook, Twitter and Instagram to grow your business. Check out their Social Media Marketing for Farmers webinar series.

Tilth Producers of Washington – Directory

This is an extensive directory of producers, markets, restaurants, wholesalers, processors, suppliers, seed companies, etc. in Washington State.

USDA Farm Risk Management Agency

Provides information about federal crop insurance programs and farm risk planning tools.

U.S. Small Business Administration



SBA offers technical and counseling assistance to small businesses in business, financial, and management planning, as well as marketing and access to loans.

[Washington Small Business Development Center Networks](#)

SBDC is a combined effort of WSU and SBA that offers business advising, management training, and market research to help small businesses in Washington grow and succeed.

[WSDA "Good Agricultural Practices" Guide](#)

Contains detailed descriptions of Good Agricultural Practices, arranged sequentially to follow the order of the USDA GAP/GHP Audit Checklist, which an auditor would follow during the on-farm portion of a GAP audit. Also available in [Spanish](#).

[WSDA Small Farm and Direct Marketing Handbook](#)

This is a comprehensive guidebook to the regulations, licensing, and marketing strategies for the sale of farm products in Washington. Available in [Spanish](#).

[WSU Small Farms Team – business planning and marketing](#)

This comprehensive website provides information and resources to assist with marketing and business planning, as well as information regarding state and federal regulations and assistance programs.

CONSERVATION

[American Farmland Trust](#)

AFT works with federal, state and local leaders and communities to develop legislation, implement policies and execute programs that keep farmers on their land and protect our environment. They provide a valuable information resource for local policies and issues impacting farm owners.

[County Conservation Districts](#)

Provide technical assistance with farm conservation planning, property assessments, and soil and water conservation practices.

[Guide to Working with Land Trusts](#)

The National Young Farmers Coalition's resource with background, tips and tools for partnering with a Land Trust.

[Land Trust Alliance](#)

The LTA promotes voluntary private land conservation to benefit communities and natural systems. They are a national convener, strategist and representative of more than 1,700 land trusts across America. The LTA website



provides extensive information about the work of land trusts across the US, and the benefits and challenges for private property owners working with land trusts. To find your local land trusts, visit their [Land Trust Finder Tool](#).

Natural Resource Conservation Service

A program of the USDA, the NRCS provides technical assistance and financial incentive programs for landowners implementing best management practices and voluntary conservation projects on their farmland.

Washington Association of Land Trusts

A coalition of land trusts across Washington state, WALT brings together organizations with diverse conservation goals for maximum collective impact. They also have a robust [resources page](#).

Wild Farm Alliance

A proponent of biodiversity practices within sustainable agriculture with resources on farm practices that promote the [protection of biodiversity](#) and while [managing food safety](#) concerns.

FINANCING CONSERVATION

Open Space Taxation Act

Eligible landowners can alleviate development pressure and tax costs by having their farm valued for tax purposes at its current use (agriculture) rather than its highest value use (development).

Sustainable Agriculture Research and Education (SARE)

SARE strives to advance sustainable agriculture by providing grants to farmers and ranchers who want to adopt sustainable practices and develop on-site experimental projects.

USDA Natural Resources Conservation Service: Washington State

NRCS provides financial and technical assistance to producers who wish to include resource management practices into their farming operations.

SUCCESSION PLANNING

Planning the Future of your Farm: A Workbook Supporting Specialty Crop Farm Transfer Decisions (Washington specific)

This workbook helps families who wish to keep their farmland in production prepare for and navigate the legal process of transferring farmland.

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Washington FarmLink

This program works to link aspiring farmers and landowners to resources and each other, helping them build and transfer sustainable farming operations.

FINANCIAL SUPPORT

Beneficial State Bank

As a national preferred lender, Beneficial State Bank offers many business financing solutions through the Small Business Administration (SBA) or the United States Department of Agriculture (USDA).

Craft3 - loans

Craft3 is a nonprofit community development financial institution that provides loans to people that don't normally have access to financing.

Evergreen Business Capital - equipment and real estate loans

Evergreen Business Capital provides long-term, fixed rate loans to small businesses for equipment, real estate purchases, and building construction.

Farm Bureau Bank

Offers farm equipment and vehicle loans.

Fund a Farmer - grants for healthy and humane farms

Fund a Farmer provides small grants (up to \$2,500) to livestock and poultry farmers who wish to improve their farm animal welfare and/or improve the marketing of their humane products.

Harvest Funders

This is a crowdfunding platform that "provides the agricultural community with the ability to obtain non-conventional funding for conventional needs" in the form of individual donations from community supporters.

Microloans for farmers

The Greenhorns are working with Kiva Zip to offer crowd-sourced microloans for farmers up to \$10,000. Nuts and bolts: After a 6-month grace period you start paying back your 0% loan in monthly payments. For information email Severine (severine@thegreenhorns.net) with your farm website, name, and phone number, plus two references (preferably farms.)



Northwest Farm Credit Services

NFCS offers loans and insurance options to agriculture businesses in the northwest.

Slow Money Northwest

Slow Money NW connects investors and professionals interested in food and farming with sustainable food and farm businesses seeking investment and growth. They have a number of funding programs and partnerships.

Young, Beginning Farmer/Rancher Loan Program

NFCS, in partnership with The Washington State Housing Finance Commission, offers help to acquire and improve agricultural property at lower interest rates through tax-exempt bond program loans.

USDA Farm Service Agency: Washington State

The FSA provides financial assistance through price support initiatives and farm loans, as well as through disaster assistance and conservation programs. For assistance with one major FSA program, download a free [Farmers' Guide to the FSA Microloan Program](#).

USDA Rural Development: Business and Industry Loans

Business and Industry (B & I) Loans are intended to improve the economic climate of rural communities by promoting business development. The 2014 Farm Bill mandated that at least 5% of B & I Loans be dedicated to local food businesses, in both rural and urban environments.

Whole Foods Local Producer Loan Program

Whole Foods is providing \$25 million in low-interest loans to independent local farmers and food artisans for expansion and capital expenditures (not operating costs).

