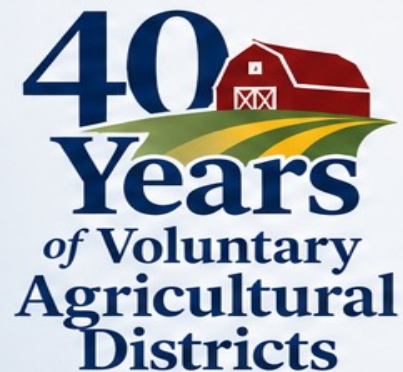




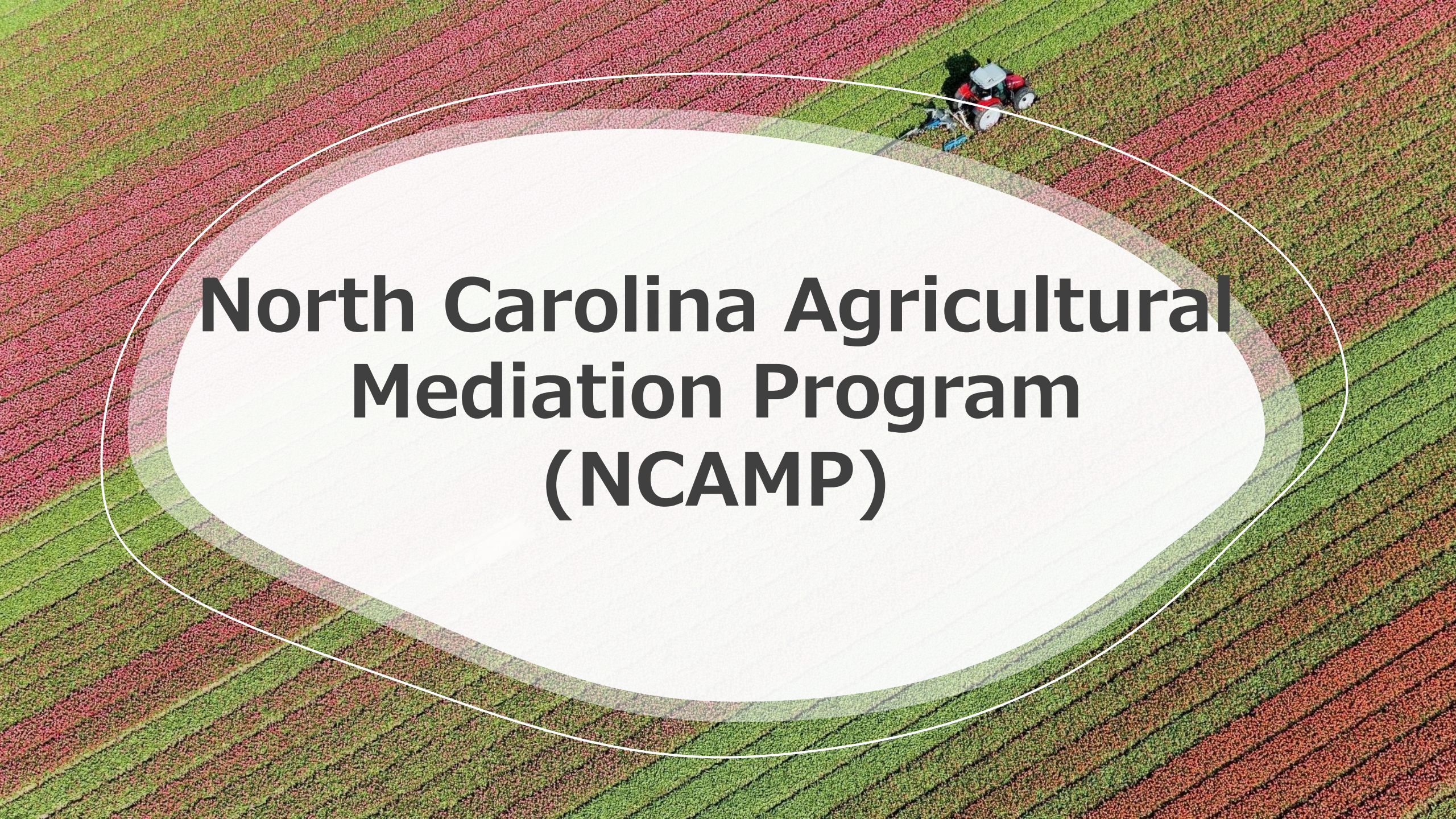
★
*North Carolina Department of
Agriculture and Consumer Services*

Farmland Transition Workshop

- **Stephen Bishop, Western Director, NC Farmlink**
- **Jess Laggis, Farmland Protection Director, Southern Appalachian Highlands Conservancy**
- **Bob Holbert, Mediation Director, NC Agricultural Mediation Program**

**N★C
FOREVER
FARMS**





North Carolina Agricultural Mediation Program (NCAMP)

Contact Us

Jack King, Executive Director

- Western Carolina University
- Email: jack.king@wcu.edu

Website:

- <https://affiliate.wcu.edu/agriculturalmediation/ncamp/>

Bob Holbert, Mediation Director

- Email: rholbert@wcu.edu
- Phone: (828) 200-5261
- Mailing Address: 190 Floyd Blackwell Road, Tryon, NC 28782





AGRICULTURE MEDIATION PROGRAM
NORTH CAROLINA



NCAMP
NORTH CAROLINA



Funded by a grant from USDA's Farm Service Agency

Housed at and administered
through Western Carolina
University in Cullowhee, NC

Mediators

- Wanda Braithwaite-Baril - Sanford, NC
- Sylvia Whitney Beitzel - Harrisonburg, VA
- Bob Holbert – Tryon, NC
- Kathy Marth – Black Mountain, NC
- Shannon Sneary-Alabanza – Harrisonburg, VA



Credit Counselor

Gabriele Marewski

Asheville, NC



Credit Counseling

- Financial planning
- Credit management
- Business planning
- Budget and money management
- Other farm advice

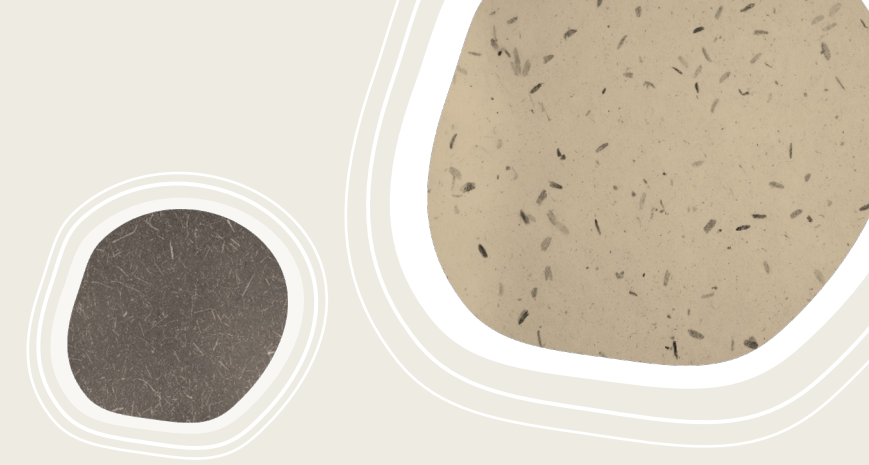


Services Provided

- Mediation of Agricultural Disputes
- Credit Counseling
- Farm Succession Planning Assistance



Details of Service



1. Service will be provided in the requestor's county of residence
2. There is no charge to parties involved in mediation, succession planning, nor credit counseling
3. Some cases are handled via telephone or virtual session

Mediation Issues

- Agricultural loans
- Wetland and highly erodible Land determinations
- Compliance with farm programs, conservation programs, & national organic program
- Rural water loan programs
- Grazing on National Forest System lands
- Pesticides
- Leases
- Farmer-neighbor disputes



Farm Transition Planning (Succession)

1. Facilitation of family/heirs Meetings
2. Assessment of needs and future plans
3. Address management, ownership,
and operation into the future
4. Discussion of business model plans
5. Referral to attorney or other experts for
completion

Sister Program in Virginia – FARM-VA





Thank You

Any Questions?

Bob Holbert

828-200-5261

rbolbert@email.wcu.edu

NC FarmLink

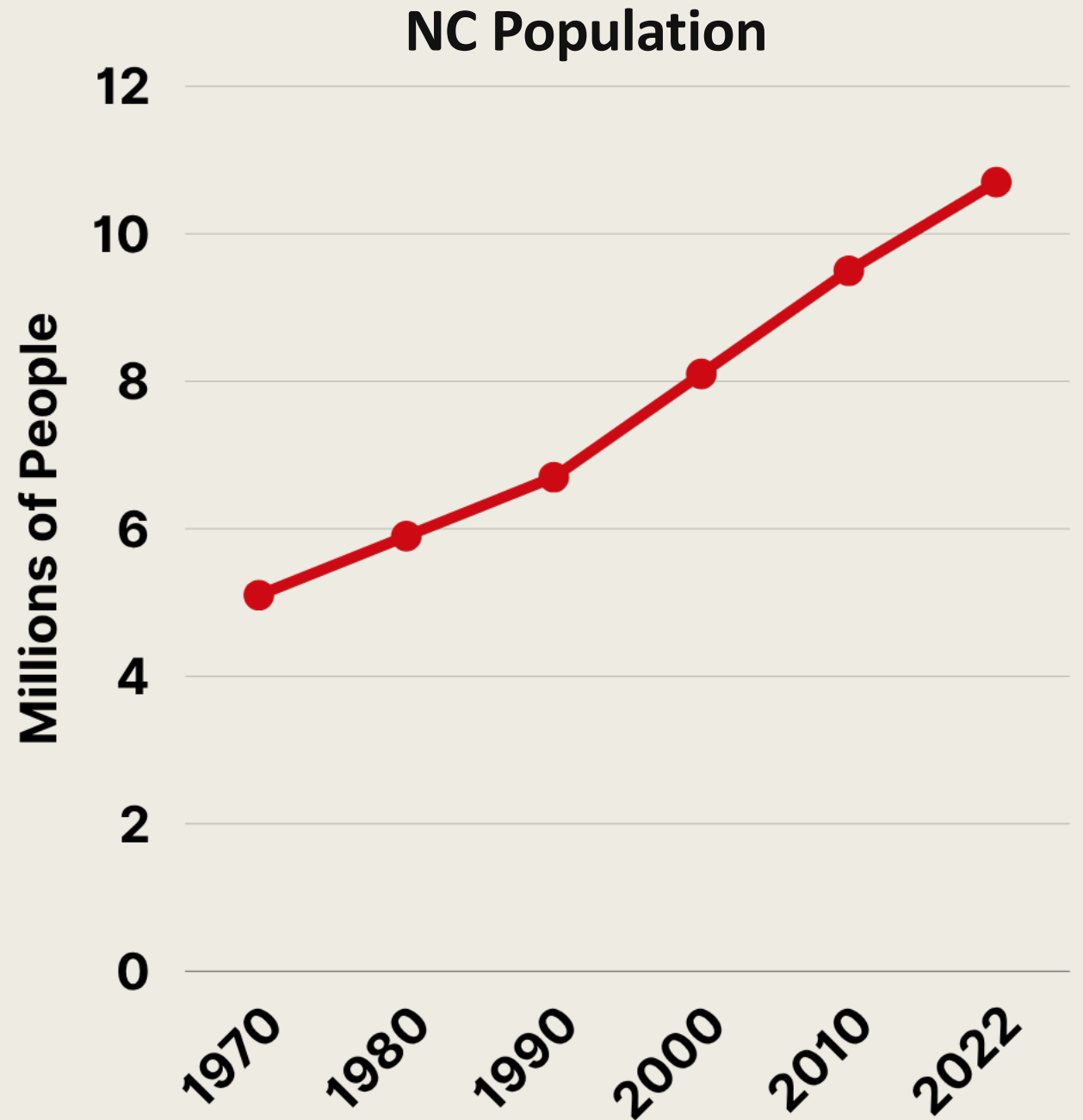
Connecting Farmers and Landowners
to Farm Transition Resources



NC STATE EXTENSION

NC FarmLink

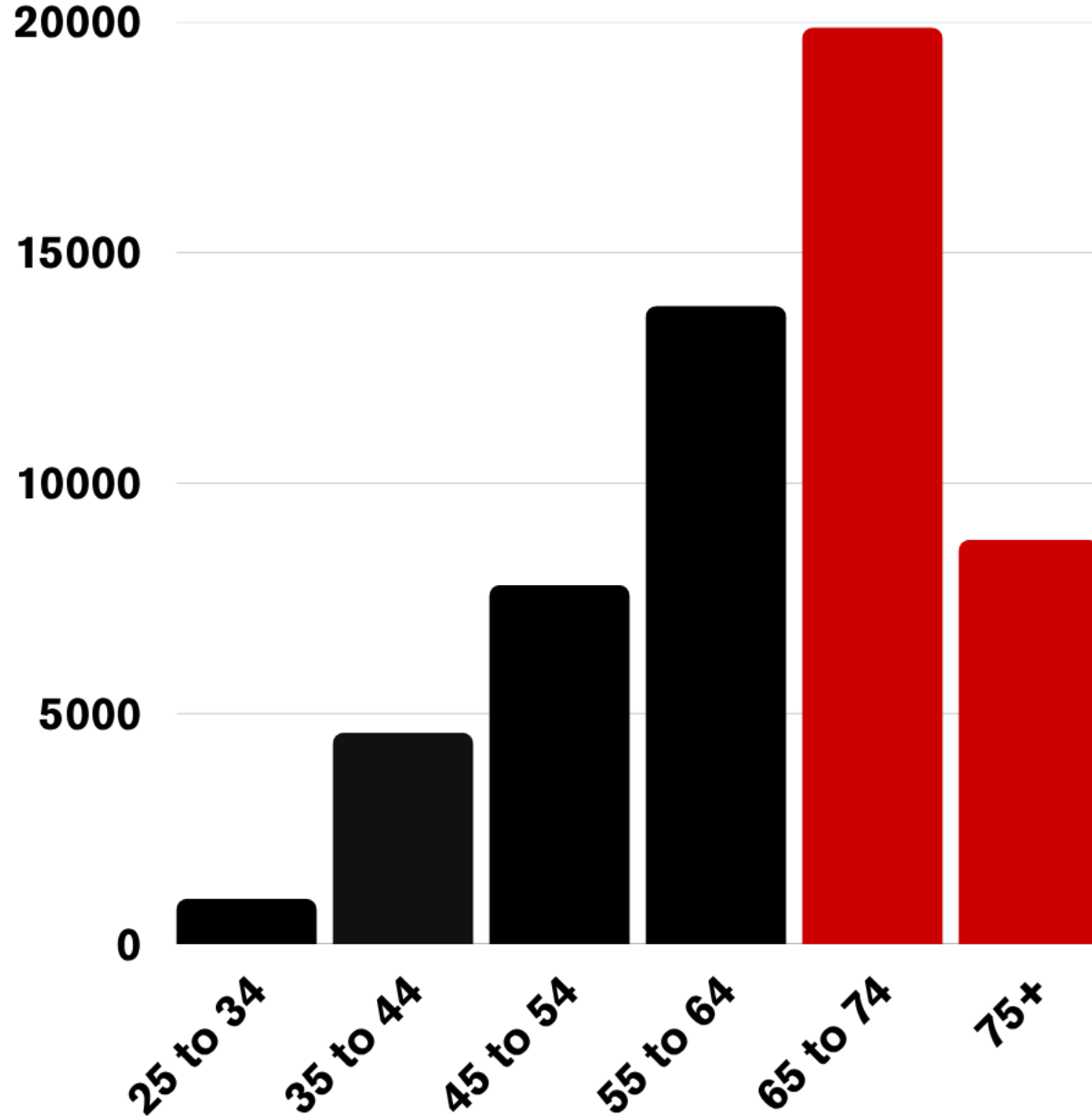
NC ranks **4th** in
population over
last two decades



2024 Farm Credit Real Estate Value Report

REGION	10-25 ACRES	20-75 ACRES	75+ ACRES
Mountains	\$9,156	\$6,381	\$5,157*
Asheville Metro	\$16,320	\$13,048*	\$9,861*
Foothills	\$8,322	\$6,539	\$4,697
Charlotte Metro	\$16,675	\$10,849	\$8,662*
Piedmont	\$9,121	\$5,938	\$4,762
Triad Metro	\$12,347	\$10,828*	\$10,821*
Triangle Metro	\$22,331	\$15,741*	\$18,500*
Upstate	\$13,054	\$7,527	\$5,500*
GSP-Anderson Metro	\$15,319	\$12,901	\$10,092*
Midlands	\$9,081	\$6,492	\$4,823
Lowcountry	\$7,527	\$4,653	\$5,152*
Charleston Metro	\$23,192	\$9,865*	\$5,191*

Age Range of NC Farmers



Over 40% of NC farmers
over 65.

70% of farmland will
change ownership in
next two decades.

Transitions are vulnerable
times for farms.



Family Conflict
Partition Sales
Long-Term Care
Second Marriages
No Successor

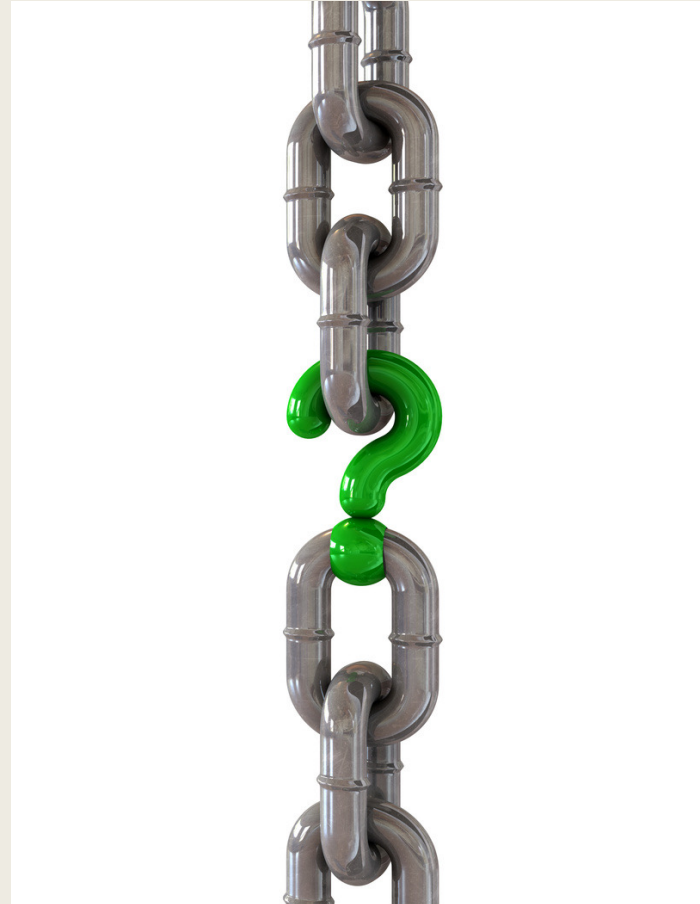
How Does NC FarmLink Help?

Matching
Database

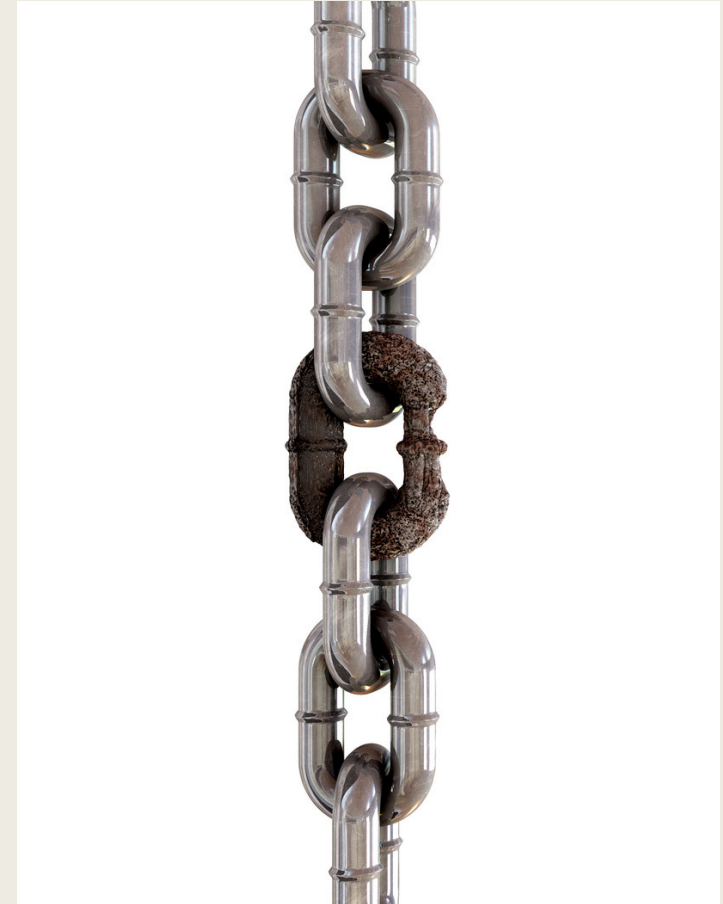
Farm Succession
Consultations

Lease consultations

Increase Awareness
through Succession
Workshops



Missing Link



Weak Link

Farm Succession Resources

NC Farm Law
templates, legal
factsheets, and
workbooks

NC FarmLink
free farm
succession
consultations,
linking database

NCAMP
facilitate family
meetings to
develop
succession plans

**NC
Agromedicine
Institute**
Cost-share
programs,
grief counseling

**SWCDs, Land
Trusts, NCDA**
Conservation
Easements

Farm Bureau
estate planners
available to
members



Southern Appalachian Highlands Conservancy

Jess Laggis, Farmland Protection Director



What is a Land Trust?

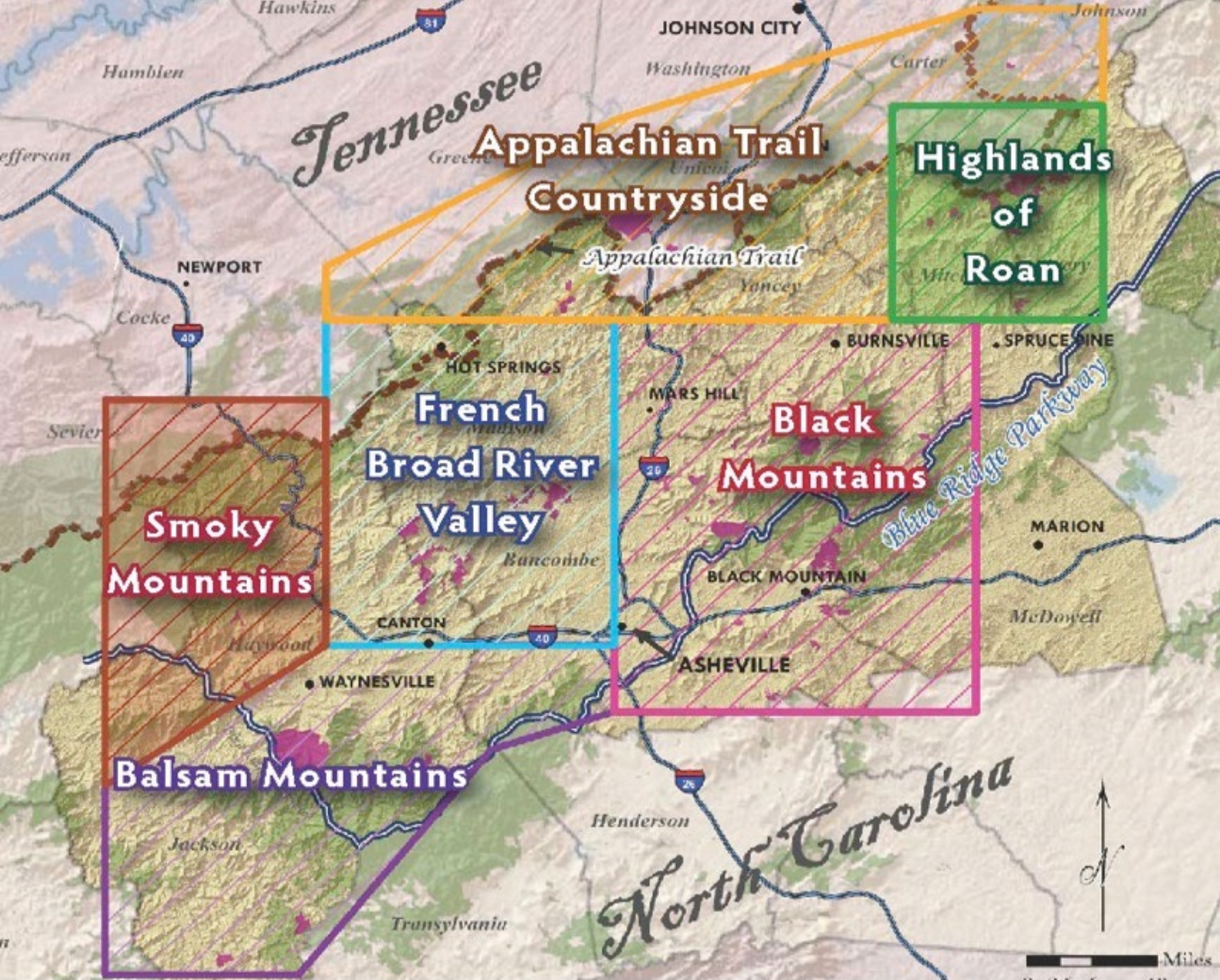
A private, nonprofit organization that, as all or part of its mission, actively works to conserve land by





Conserving unique plant and animal habitat, clean water, farmland, scenic beauty and places for all people to enjoy outdoor recreation in the mountains of NC & TN, enduring for future generations. We achieve this through long-term conservation relationships with private landowners and public agencies and owning and managing land. We are committed to creating and supporting equitable, healthy and thriving communities for everyone in our region.





SAHC serves 10
counties in WNC
& East TN





**Since 1974, We have protected over 104,800
acres in the Southern Appalachians**

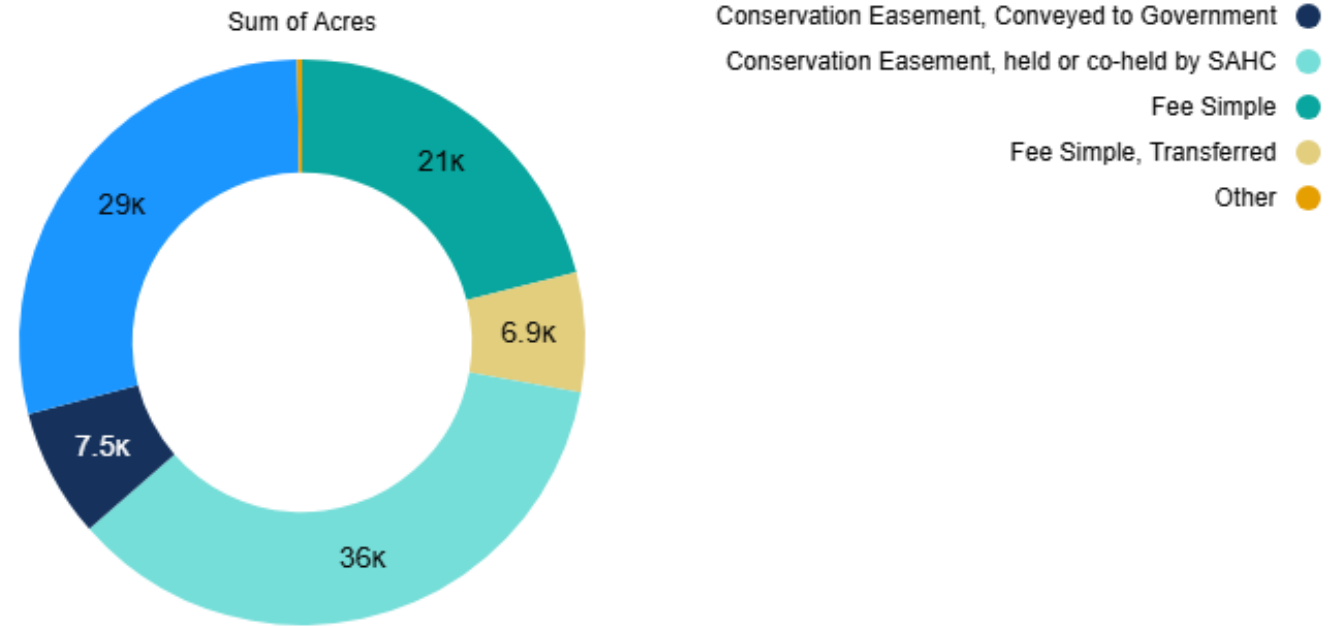




Accredited in 2010
Renewed in 2015 and 2022



- Conservation Easements
- Land Acquisition
 - SAHC Preserve
 - Sale to state or federal government
- Reserved Life Estate
- Donation by Will



How Do We Protect Land?



Land Transfer Navigators are skilled professionals who provide direct assistance to farmers, ranchers, and landowners. They support succession and transfer planning tailored to the communities they work with. **This page lists and links to our current cohort of Land Transfer Navigators.**

To learn more about the project visit
farmland.org/land-transfer-navigators/



Land Transfer Navigator Partnership



- 200 Acre Century Farm
- 4 tracts, owned by brothers H and W
- W has 2 married daughters N and C, H has no h
- N and C each have 1 child
- W gives his tracts to N, C and their spouses; H needs to receive the value of his asset.
- N, C, and spouses enter DOT with Uncle H

Easements and L

Transfer

The Deed of Trust Model

NORTH CAROLINA DEED OF TRUST
NORTH CAROLINA HOUSING FINANCE AGENCY
N.C. HOME ADVANTAGE MORTGAGE PROGRAM

After Recording, return the executed document back to the originating lender within 24 hours of closing.

Prepared by: _____

THIS DEED OF TRUST is made this _____ day of _____, 20____ by and between:

GRANTOR/ADDRESS	TRUSTEE	BENEFICIARY
N and Spouse C and Spouse	Attorney's Escrow	Uncle H

[Include Marital status in Grantor box above]

The designation Grantor, Trustee and Beneficiary as used herein shall include said parties, their heirs, successors, and assigns, and shall include singular, plural, masculine, feminine or neuter as required by context.

NORTH CAROLINA
_____ COUNTY
(location of subject property)

WITNESSETH:

THAT WHEREAS, the Beneficiary agrees to advance to the Grantor the sum of _____ Dollars (\$ _____) evidenced by the Promissory Note (the 'Note') from the Grantor to the Beneficiary dated the same date as this Deed of Trust, which together with any amounts advanced to protect the security of this Deed of Trust shall be the total amount secured;

AND WHEREAS, it has been agreed that the Loan will be advanced subject to the terms and conditions for use of the property as set forth in the Note and this Deed of Trust, and which is repayable, if not sooner paid, on the date that is fifteen (15) years after the date hereof, all as provided in the Note.

AND WHEREAS, it has been agreed that the Loan shall be secured by the conveyance of the land described in this Deed of Trust;

NOW, THEREFORE, as security for said indebtedness, advancements and other sums expended by Beneficiary pursuant to this Deed of Trust and costs of collection (including attorneys fees as provided in the Note) and other valuable consideration, the receipt of which is hereby acknowledged the Grantor has bargained, sold, given and conveyed and does by these presents bargain, sell, give, grant and convey to said Trustee, his heirs, or successors, and assigns, with power of

Home Advantage - Form 405 - Page 1
Rev. 2/2022



Easement Design Incorporating Succession Plan

Easement “subletting” to multiple producers

Buy Protect Sell

Easements and Land Transfer and/or Access

Exploring Other Creative Models





Jess Laggis: jess@appalachian.org
828-253-0095 x 211

