In many areas of the northeast farmland is no longer affordable to most farmers looking for land to start or expand their operation. At the same time, thousands of acres of farmland are owned by non-farming landowners. Many of these agricultural parcels have been protected by land trusts, local municipalities and state agencies providing a guarantee that these farms will remain open land into the future. Some landowners are interested in bringing their land into new or increased production and want to find a farmer to lease or manage it. This is a tremendous opportunity to expand the scope of productive farmland, provide affordable access to additional acreage, and ensure a more robust farm economy.

Glynwood’s **Farm Your Land** program targets owners of fallow farmland who are considering returning it to production by entering into lease agreements with farmers. The program connects landowners with information, models, resources, and services in order to equip them to forge successful relationships with farmers. It also presents criteria the landowners should weigh in seeking the right farmer to work their land. In particular, the program provides landowners an understanding of the farmers’ needs and perspectives in entering into a working agreement.

While most programs focus on providing training and support programs to beginning farmers, Glynwood’s **Farm Your Land** program approaches the issue from the landowners’ side—a key and often overlooked counterpart to the farmer focused efforts. What is unique about Glynwood’s approach is that we address the landowners’ needs and help prepare them to create productive relationships with farmers.

Key elements of the program include:
- Helping landowners understand the business of farming
- Understanding the cultural differences between farmers and landowners
- Assisting landowners in identifying what they will tolerate on their land and what type of agricultural production is best suited for their land
- Providing direct assistance in finding a farmer.