Working with a Land Foundation - a Lessee's perspective

Altfrid Krusenbaum
Krusen Grass Farms, LLC
Dairy and Beef Grazier
Stats

• 340 acres, 240 owned by a Land Foundation
• 140 cows plus 80 replacements
• 35 steers/year
• 15 year lease, renewable
• 100 acres rented from year to year
ORGANIC VALLEY

Family of Farms

Proud member of CROPP Cooperative

KRUSEN GRASS FARMS, LLC
Alfred & Sue Krusenbaum
Let’s Rock and Roll!
Land Foundation vs. Private Party

- Dealing with a Board of directors vs. one or two people
- People in charge have often no direct connection to the land
- Goals are often altruistic vs. investment oriented
Land Foundation and Lessees

• Should have same goals in regards to the use of the land
• If lessee’s work supports objectives of the Foundation, often a reduced rental rate can be negotiated
• Easier to negotiate long-term leases
• Need mutual support
Goals of Land foundations

• affordability and access to land
• Preservation of farming land (i.e. conservation easement)
• Often restricted use (i.e. organic)
Difficult issues

- Investments into the farm, i.e. building infrastructure
- Negotiations can take a very long time, complicated by turn-over of directors
- Expansion of farming operation could be difficult and at lessee’s expense
Is it worth it?

• More land needs to be preserved for farming
• Land Foundations/Trusts can be a good way of doing this
• Shared goals and mutual support ensures a common service …
...for the land and humankind
Thank you!

www.krusengrassfarms.com