

Agriculture Development Farm Transfer and Succession Support

Farm Transfer and Succession

Farm transfer and succession planning can be a complex and expensive process. It could involve transferring land, business management, and other assets to a family's younger generation, or if there isn't a next generation, making the land or a farming opportunity available to an unrelated next generation farmer.

Planning involves identifying goals, communicating with family members, considering the financial needs of both generations, looking at new ideas for keeping the business viable, and identifying professionals who could help. While developing and implementing a farm transfer and succession plan can take years or even decades to accomplish, the most important step is to get started. Without a plan, farms face the risk of being lost.



Next Gen Program Support

The Next Gen Program is available to help farmers who are ready to start planning, or who are already planning, for the future of their farm and/or business. Current support includes:

- Direct Assistance - Next Gen staff can provide guidance on navigating the farm transfer and succession planning process; connecting with next generation farmers, if necessary; and handling difficult conversations. Staff can also help coordinate the planning process through in-person meetings.
- Resource Referral - Next Gen staff can discuss resources such as worksheets, guidebooks, and programs that may be helpful for farmers who are starting or developing their farm transfer and succession plans.
- Resource Development - Next Gen staff are working with partners to develop new programs, resources, and a network of NJ-based professionals that can help farmers develop and implement their farm transfer and succession plans.

Consider Preservation *In Your Succession Plan*

For farms that are not preserved, Farmland Preservation could help in the farm transfer and succession process by making the property more affordable for the next generation while also providing financial security to the outgoing landowner. Contact SADC Farmland Preservation staff at (609) 913-6612 or Stephanie.Kreiser@ag.nj.gov to see if your farm is eligible and to learn more about the preservation process.



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Farm Transfer Support Grants from AFT

Grants of up to \$10,000 are available through the American Farmland Trust (AFT) Land Transfer Navigators (LTN) Program until June 2027 for professional services and equipment/infrastructure that directly support the transfer of a farm or access to land. Farms must be preserved or in the process of being preserved to be eligible.

Farmers interested in applying should reach out to the Next Gen team to discuss eligibility and project ideas. If a farm and project is eligible, the Next Gen team can seek pre-approval from AFT, after which the farmer may submit an application.

Land transfer Navigator (LTN) is a national program developed by AFT with support from USDA Natural Resources Conservation Service (NRCS), to increase the transfer of farmland and farm businesses to a new generation of producers.



Developing Capacity to Support Farmers

Next Gen staff are participating in national initiatives to enhance the SADC and others' capacity to provide farm transfer support, guidance, and resources.

In addition to participating in the AFT Land Transfer Navigators Program, Next Gen staff have completed an International Farm Transition Network (IFTN) program to become Certified Farm Succession Coordinators (CFSCs).

As certified coordinators, the Next Gen team can meet with farm families who are looking to start, or have already started, the farm transfer planning process. They can help guide discussions on setting goals, mitigating risk, and taking action.



For More Information

Please contact the Next Gen team if you are developing or considering developing a farm transfer and succession plan, have questions about the transfer planning process, or would like to discuss the AFT grant.

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