



California Agricultural Land Equity Task Force

GRANTS & RESOURCES SUBCOMMITTEE

JUNE 27, 2025 | 1 – 3 p.m.

Participation Guidelines



**Share,
Listen, Learn**



**Respect Different
Perspectives**



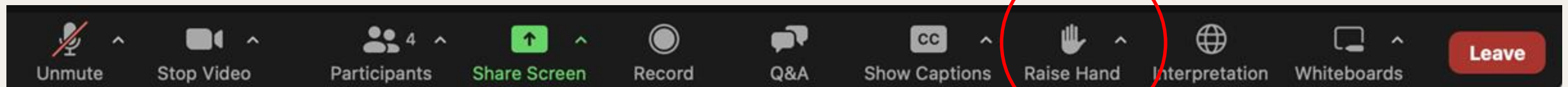
Stay on Point

Public Comment Process

- Complete form at sgc.ca.gov/meetings-events
- Separate form for each item
- Listen for your name and “raise your hand” on Zoom
- Staff will unmute your microphone
- Please adhere to **2-minute** time limit

Zoom Tips

- All participants are **muted** upon entry.
 - You will be unmuted when it is your time to speak.
 - Please remember to mute yourself after speaking.
- Cameras are optional.
- Use “Raise Hand” feature during public comment periods.



Agenda Review

- **Welcome**
- **Approval of Summary**
- **Discussion: Best Practices for Program Design**
- **Working Session**
 - Review info from past discussions & connect to Report:
 - Funding gaps and barriers
 - Tax incentives
- **General Public Comment**

Roll Call

Approval of Summary

- April 7, 2025

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Discussion: Best Practices for Program Design

Tim Bryant, California Department of Conservation (DOC)

Best Practices for Program Design

Discussion Questions:

- The Climate Bond refers to certain resale provisions, such as affordability provisions, preemptive purchase rights, and shared appreciation. How might these tools be customized to address land access and tenure?
- Prior to purchasing or leasing agricultural land, what types of farm, business, or other advisors do new/beginning farmers, socially disadvantaged farmers/ranchers, and tribal producers usually engage with to support land tenure?
- How might a property size maximum benefit or hinder statewide efforts to secure land tenure and access?

The background of the slide is a photograph of a cornfield. The corn stalks are tall and yellow, indicating they are ripe. The field is stretching towards the horizon under a clear blue sky. The image is partially obscured by a large white rectangular area in the center where the text is located.

Public Comment

re: Best Practices Discussion

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Working Session

Working Session

Overview of Session

- Review past discussions about funding landscape and current inclusion in the Draft Report
- Hear update on tax incentives and decide on next steps

Funding Landscape

Overview of past discussions & inclusion in Draft Report

Gap, barrier, or solution identified	Inclusion in Draft Report
Lack of funding to support land acquisition for individual, for-profit businesses	<ul style="list-style-type: none">• Goal 7.3.a: Establish a state fund to support land acquisition and related costs, such as legal fees or down payments.• Goal 7.3.d: Create a downpayment assistance program to improve access to conventional loans and other available finance.
Conventional loans often inaccessible to priority producers and land stewards	<ul style="list-style-type: none">• Goal 7.3.b: Create and/or provide funding for a loan program for priority producers and land stewards to advance land access. The loans should be low-interest, forgivable, and/or reverse amortization loans.• Goal 7.3.: Create an Aggie Bond program—a federal-state partnership that allows private lenders to receive tax-exempt interest on loans made to beginning farmers—to support fair financial institutions in reducing interest rates for priority producers and land stewards.• Goal 7.3.f: Establish debt forgiveness programs for qualified producers and land stewards that have been systematically excluded from wealth building opportunities.

Funding Landscape

Overview of past discussions & inclusion in Draft Report

Gap, barrier, or solution identified	Inclusion in Draft Report
Outcomes of existing programs are not well understood	<p>Goal 7.2.e: Establish uniform metrics and evaluation processes to understand and improve program outcomes. Require grant programs to report annually using a uniform matrix. Matrix categories may include:</p> <ul style="list-style-type: none">• Information about applicants, awardees, and final land stewards, including optional demographic questions.• Geography.• Acres impacted.• Dollars invested.• Number of land stewards impacted.• Length of lease (tenure variables).
Mismatch between pace of land transactions and funding accessibility	<ul style="list-style-type: none">• Goal 1.1.c.iii: Establish a right of first refusal process that provides Tribal Nations the access and opportunity to accept publicly held land at zero or minimal cost.• Goal 4.1.b: Fund local and regional organizations to develop culturally and regionally informed first opportunity to purchase ordinances for adoption by local governments.• Goal 4.2.c: Establish funding for land-linking programs

Funding Landscape

Overview of past discussions & inclusion in Draft Report

Gap, barrier, or solution identified	Inclusion in Draft Report
Language barriers, lack of cultural humility	<ul style="list-style-type: none">• Goal 7.2: Evaluate and revise existing programs to advance agricultural land equity• Goal 7.1 Expand and improve technical assistance and capacity-building programs to meet the needs of priority producers and land stewards
Partnerships are place-based and require regional relationships and local support	<ul style="list-style-type: none">• Goal 7.2.b: Administer funds using block grants that are designed to be responsive to specific communities and needs.• TA recs throughout, e.g., 4.1.c Fund technical assistance for land seekers that supports them in securing fair purchase or lease agreements.

Funding Landscape

Overview of past discussions & inclusion in Draft Report

Gap, barrier, or solution identified	Inclusion in Draft Report
Lack of cohesive funding strategy across entities & programs	
Unclear whether funding for land acquisition leads to stability and long-term land tenure	
Need for funding to support collectives so can access low-cost capital to acquire larger parcels (David Mancera's presentation)	
Relationships are key: Ecosystem of support, good terms with seller	

Tax Incentives

Update and next steps

Existing language in draft report

- Goal 4.2.a: Establish a state tax credit for landowners to rent and sell land to priority producers and land stewards. Provide additional incentives for selling or leasing at lower than market value and for additional provisions such as long-term, flexible leases.
- Goal 4.2.b: Revise existing tax law to enable and encourage the transition of land during retiring producers' and land stewards' lifetimes.
- Goal 7.3.e: Establish tax benefits designed to support producers and land stewards whether or not they own the land, e.g. tax relief on student loans, insurance, and other large expenses that burden producers and land stewards.

Ideas to consider and assign

- Amend California state tax code to allow for forgivable, tax exempt loans on specific purchases [*what are specific purchases related to land?*]. Establish a loan program using this new tax structure to support farmers who make \$250,00 or less annual gross income.
- Support land seekers and landowners with seller financing and installment sales [*what does this "support" look like and entail?*]
- Increase property taxes categorically for hedge funds / investors / non operators
- When a retiring landowner sells to priority producers and land stewards, allow the property tax base to transfer to the new owner.
- Establish a pilot grant program for non-profits to acquire fee title to land, which is then sold to land seekers using seller financing

Summarize, Action Items, Next Steps

- Review of Action Items and Follow Up Items
- Decide on next meeting and meeting schedule

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Public Comment

re: Working Session

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General Public Comment

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Upcoming Meetings

- **August 13 & 14** | Full Task Force Meeting, Arcata & Virtual

Meeting Notes, Recording, and Materials posted to: <https://sgc.ca.gov/meetings/caletf/>

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Thank You!