

San Joaquin Valley Workshop Series

Collaborations with Local Government

California CLT Network in collaboration
with CNB Consulting

March 20, 2023
12:00 noon - 4:00 pm
Valley Dream Center
1835 N Winery Ave, Fresno, CA



Welcome & Introductions

CaCLT Network & CNB Consulting

Agenda

12:00 Welcome

12:30 Lunch

1:15 Funding & Gov't Partnerships

- Community Owned Agriculture - Jamie Fanous
- Gov't Partnerships, CLTs and Funding - Josefina Aguilar

2:15 Break

2:30 Breakout groups

3:00 Feedback & discussion

3:30 Closing

Today's content

1. Fundraising and funding sources
2. Collaborations with government
3. Policy Advocacy

Background, Priorities & Objectives

- Funders interested in supporting BIPOC-led community ownership
- Last workshop (series of 3) to promote awareness of community ownership models
- The first workshop covered community ownership models, including CLT 101 content, the second one focused on strengthening org structures
- Projects may include affordable housing, farms or other agricultural work, worker coops, nonprofit spaces, and multi-use
- Diverse communities in SJV, each with their unique needs
- Connections to values-aligned funders & projects
- Relationship-building for groups & organizations

Funder Message

Artie Padilla
Central Valley Community Foundation

Lunch

- Introduce yourselves to your table
- Share any experience you've had working with funders and/or government agencies & representatives

Intro Speakers

Jamie Fanous
Policy Director
[Community Alliance
with Family Farmers](#)



CACLTN Workshop 3

Collaborations with local government & funding sources

March 20, 2023

Jamie Fanous

Policy Director, Community Alliance with Family Farmers





CAFF
COMMUNITY ALLIANCE
with **FAMILY FARMERS**



Maceo Hart-Kapic, H&K Farms
PC: Joan Cusick Photography

CAFF advocates on behalf of 8,000 California family farmers. We strive to build a movement of rural and urban people to foster family-scale agriculture that cares for the land, sustains local economies and promotes social justice.



TOP FARMER PRIORITIES

#2
ISSUE

Access to Land

“ We need to dramatically shift how we think about land as we envision a more equitable food system. Land can no longer be thought of as a commodity that can be bought and sold and traded by private investment firms or large corporations. In order to reduce barriers for BIPOC farmers and land stewards we need to center land stewardship frameworks that operate as commons and are stewarded at a family-scale.”

—Kwayera Wilson

Director of Programs & Operations | Black Urban Growers

40%


At least 40% of surveyed farmers indicated they lease the land they cultivate, which limits their ability to invest in land they're on and feel secure in their businesses.



Policy Priority: Improve **access to land** for California's small-scale, beginning, & underserved food producers



Background on the history of agricultural land

- 
- Since European colonization this country & government has had a deep history of land theft, displacement, and discrimination from & towards BIPOC communities
 - Theft from Indigenous & Native American people
 - Discrimination towards the Black farming community - 16m acres to 2.3m in 100 yrs
 - AAPI - Chinese Exclusion Act of 1882 & California Alien Land Law
 - Latino/a/x make up the vast majority of the nation's farm workers but very few are able to start their own farm operations.
 - Three out of four hired farmworkers are foreign born. But USDA loans and programs are limited to U.S. citizens, making it nearly impossible for the majority of farm workers to start their own farms.

The results of this history - who owns land now.



Gemoua Farm; PC: Monika Elena

Nationally:

- 98% of land is owned by white men and half are over the age of 75 years old
- We are in the midst of a major land transition happening in the next 20 yrs

California:

- The **largest 5% of properties** — with “property” defined as all parcels owned by a given landowner — **own 50.6% of cropland**,
- Smallest 84% of properties account for 25% of cropland.
- Percentage of landowners of California agricultural land (**37%**) **are non-farming owners and rent or lease out their land to others**

Pressures:

- Corporate consolidation, private investment firms, and hedge funds buying up a lot of land
- Water! Housing! Climate Change!

Pathways to Equitable Access to Land*

**Equitable Land Access - access to not only land but land with quality soil, access to water, affordable housing and the necessary infrastructure to grow food.*

What government funding avenues are there?

Federal

- USDA: Grant Program:
Increasing Land, Capital, and Market Access
- Farm Service Agency: Loans
- Congress: Federal Budget Appropriations

California

- California Farmland Conservation Program (CFPC)
- Sustainable Agriculture Lands Program (SALC)
- Budget Appropriations:
 - Examples: Allensworth & Underserved Farmer Cooperative

Local: Appropriations

CFCP & SALC in detail



California Farmland Conservation Program (CFPC)

- **Project Types:** Agricultural Conservation Easements & Land Improvement Grants
- There is no maximum limit on the amount that can be applied to for each easement and
- land improvement grant proposal.
- Requires a match

Sustainable Agriculture Lands Program (SALC)

Project Types:

- a) Agricultural Conservation Acquisition
- b) Land Use Planning grants
Planning grants (up to \$500,000)
- c) Capacity and Project Development grants (up to \$150,000 or \$250,000)

Alternative pathways to access land*



Yanez Farm

- Federal, State, County, or City-Owned Land
 - Examples: Veggielution, Huerta del Valle, CRECES
- Agricultural Land Trusts
 - 150 land trusts in California
- Succession

**all require commitment to providing education on social justice and technical assistance to govt reps, land trusts, and land owners*

Long Term Pathways with Policy



California Agricultural Land Equity Task Force

- **What:**
 - BIPOC majority group of multi-sectoral stakeholder charged with engaging in conversation and designing new pathways to address the land crisis
- **Where:**
 - Held & facilitated by the Strategic Growth Council
- **How long:** 2- 3 years
- **Goals:**
 - Develop creative policy solutions and strong recommendations
 - Uplift current successes and avenues to facilitate more
 - Fund pilot projects

Important community
needs to create
systems-level pathways
to access land

**Community Organizing
Legislation &
Regulations
Building power in our
networks**



Questions?

Thank you!

Contact Info:
Jamie Fanous

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**Josefina
Aguilar**



Executive Director, South Bay CLT



Mission:

Combat displacement, land speculation, and community deterioration, and expand housing and economic development opportunities for low income and moderate income residents in Santa Clara County.

Video (6mins): [Cityville](#), a
Capital Absorption Story

First property acquisition : West Reed Street

- 4 Units
- Tenants protected from displacement
- Loan from LISC (Local Initiatives Support Corporation) - Special loan product
- \$1.6 M 80% to 120% LTV
- 2- year Interest only bridge loan



- Capacity building grant to SBCLT from Santa Clara County \$250k
- Capacity building grant from City of San Jose \$250k
- Plan is to Refinance with City funds in 2 yrs



Sources of Funds



Other Examples of Collaborations with Local Government

Examples of Successfully Engaging Government on Community Ownership Projects

South Lake Tahoe

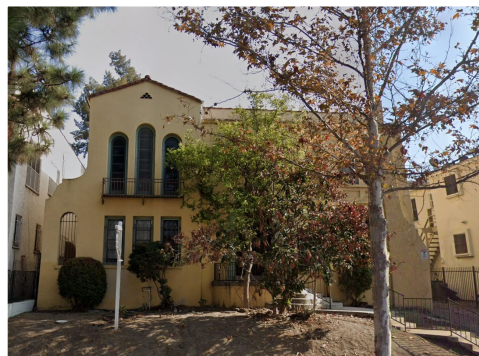
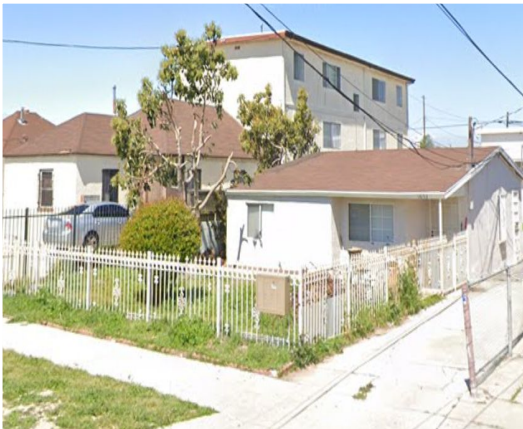
Saint Joseph CLT is awarded surplus lands by the county to create Sugar Pine Village-248 units of affordable housing.



Examples of Successfully Engaging Government on Community Ownership Projects

LA County CLT Pilot

LA CLTs advocated for creation of a county acquisition fund. The fund has supported the acquisition and rehab of 8 buildings, stabilizing 43 units for low-income residents who are now CLT members.



Examples of Successfully Engaging Government on Community Ownership Projects

Santa Ana, Orange County

THRIVE Santa Ana CLT successfully organized to get a city-owned vacant lot assigned to them for the creation of a community food hub



Examples of Successfully Engaging Government on Community Ownership Projects

Community Land Trust of West Marin (CLAM)

CLAM organized local elected officials to help compel the coastguard to designate a large federal property to the CLT. The CLT will transform it into 51 units of affordable housing, an education center, and open space.



Get in Touch

Reach out to us through the
platforms below or attend our
**Monthly General Meetings on
4th Thursdays at 5pm.**



southbayclt@gmail.com



southbayclt.org



@southbayclt



fb.com/southbayclt

info@southbayclt.org
(408) 763-3783

Join our mailing list &
receive our Newsletter

tinyurl.com/SBCLTjoinus

Q & A



Break 15 mins

Breakout Groups

- **Where does the presenters' material speak to your current work or vision?**
- **Where are you along the path of capacity?**
 - **If someone came to your org with resources for holding land (money, land), what does your readiness look like?**

Q & A

Announcements

- **Slides & PDF resources will be shared via email**

CLT Network membership

- **TA resources: Real Estate, expanding to other areas**
- **Convening opportunities**
- **Published guides & research**
- **Other resources**

ANNOUNCEMENT

Planned Giving & Fundraising for Acquisition/Rehab Registration [Link](#)

- Join [Thread Strategies](#) and [CLT of West Marin](#) (CLAM) for a workshop on
March 28, 2023
12:00 - 2:00 pm

- **Please give us**

Feedback on Post It notes

- **what you liked**
- **areas of improvement**

End