



Reaching the Underserved Forestland Owner

NC State University Extension Forestry
Forestry Issues Forum
Video-teleconference Series

Co-sponsored by:

- *NCSU Forestry Educational Outreach Program*
- *NC A&T Cooperative Extension*
- *Sustainable Woodlands Project*



www.ncsu.edu/woodlands

**Sustaining Ecological and Economic Diversity Among
Limited Resource Landholders by Expanding
Opportunities for Management of
Productive Woodlands**



A joint project of North Carolina State University and
North Carolina Agricultural & Technical University

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Speakers

- **Susan Moore**, NCSU FEOP
- **Erin Sills**, NCSU Dept of Forestry
- **Sarah Warren**, NCSU Dept of Forestry
- **Nia Atmadja**, NCSU Dept of Forestry
- **Bob Williamson**, NCA&T Extension
- **James Davis**, Halifax & Warren Extension
- **Annette Hiatt**, Land Loss Prevention Project
- **Kelly Mance**, NCSU Dept of Forestry



Agenda

Limited resource & underserved landowners

- ✓ Who, what, why?
- ✓ How identify them?
- ✓ How reach them?
- ✓ How work with them?
 - ✓ Communication skills
 - ✓ Building a good working relationship
 - ✓ Common land tenure issues
 - ✓ Developing appropriate written materials



Overview

- What is a limited-resource landowner?
- Farm and woodland trends and patterns
- Benefits of serving limited-resource clientele



USDA Definition

- A Limited Resource Farmer or Rancher or Forest Owner is:
 - ***A person with direct or indirect gross farm sales not more than \$102,400 in each of the previous two years.***¹
- AND
- ***A person with a total household income at or below the national poverty level for a family of four or less than 50 percent of county median household income in each of the previous two years.***²

¹ This value will be increased beginning in fiscal year 2005 to adjust for inflation using the "Prices Paid by Farmer Index" compiled by NASS.
² Total household income will be determined annually and indexed for inflation using Commerce Department Data.



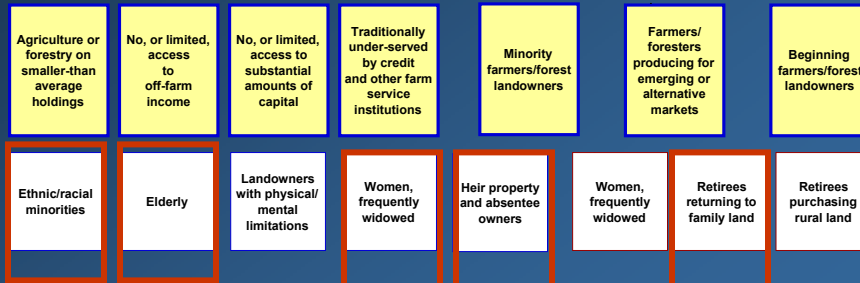
SARE Definition of limited-resource farming

- **Agriculture on smaller-than-average holdings with no, or limited, access to substantial amounts of capital or off-farm income.**
- **Additional considerations could be:**
 - **beginning farmers;**
 - **farmers producing for emerging or alternative markets; and**
 - **individuals and groups, such as minority farmers, traditionally under-served by credit and other farm service institutions.**

<http://www.griffin.peachnet.edu/sare/2005calls/planningcall.doc>

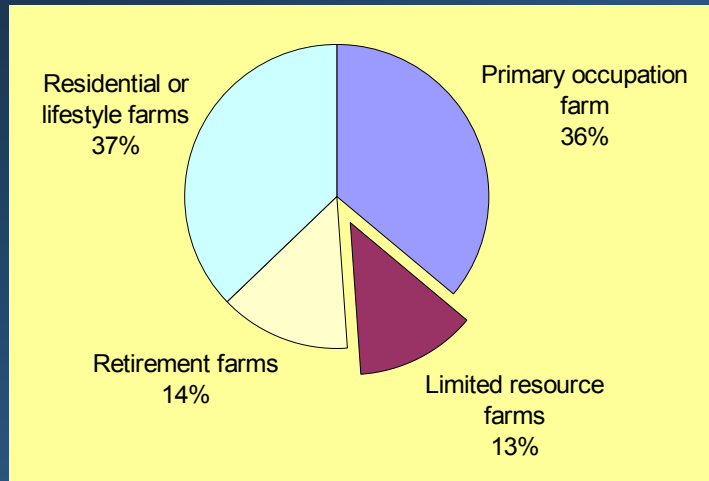


Limited-resource landholders





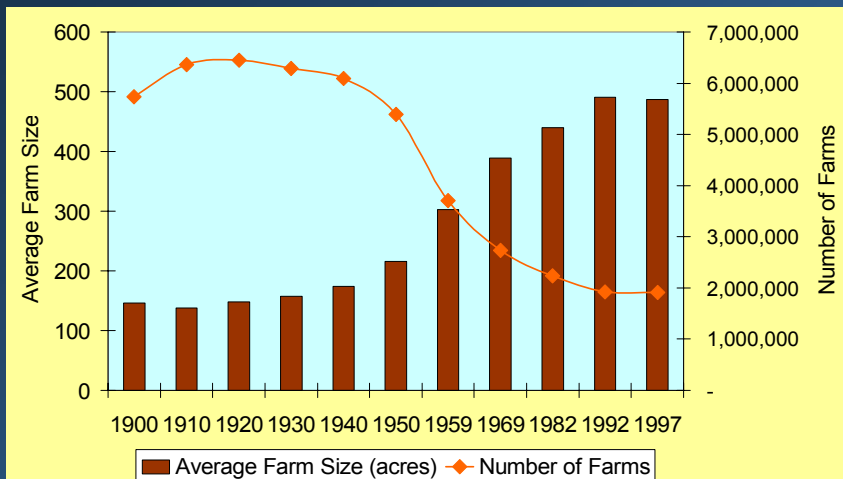
Trends in Small Farms: USDA classification



<http://www.usda.gov/oc/smallfarm/>



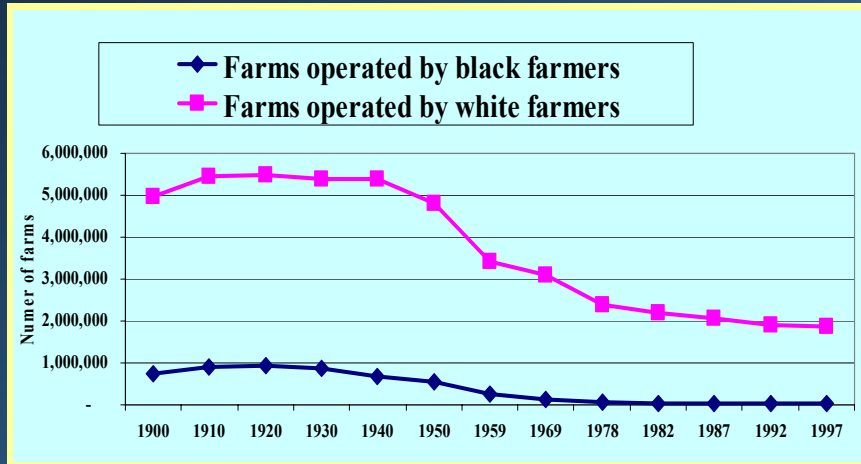
Trends in Farm Size and Numbers



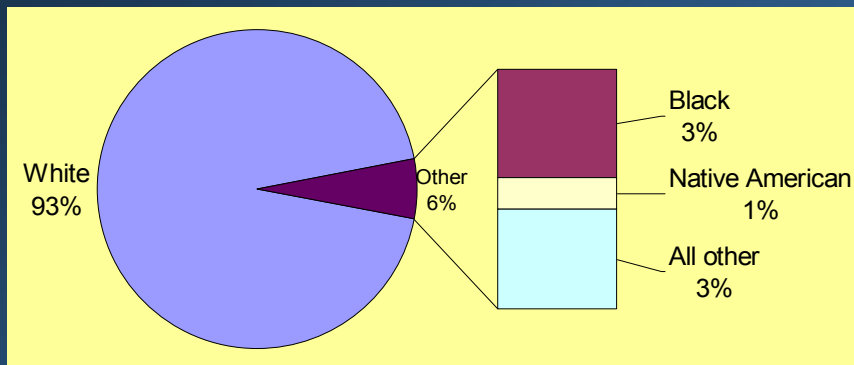
NASS, Trends in U.S. Agriculture
<http://www.usda.gov/nass/pubs/trends/>



Trends in farm ownership



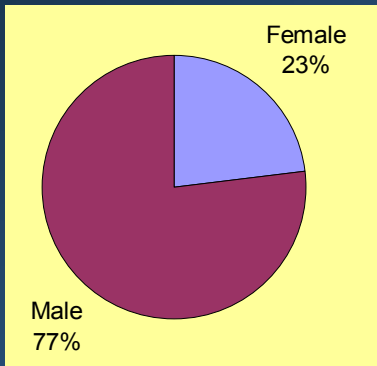
Preliminary 2002 data for North Carolina



Racial/ethnic characteristics of farm operators



Preliminary 2002 data for *North Carolina*

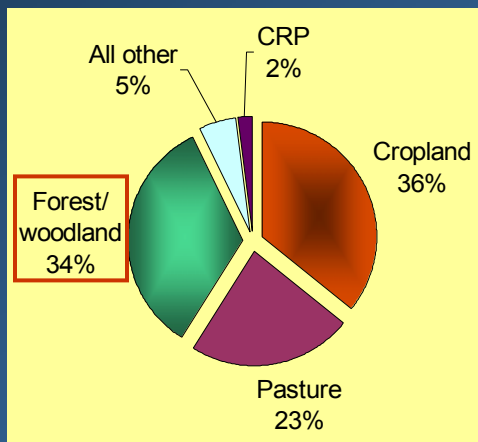


Sex ratio
among farm
operators



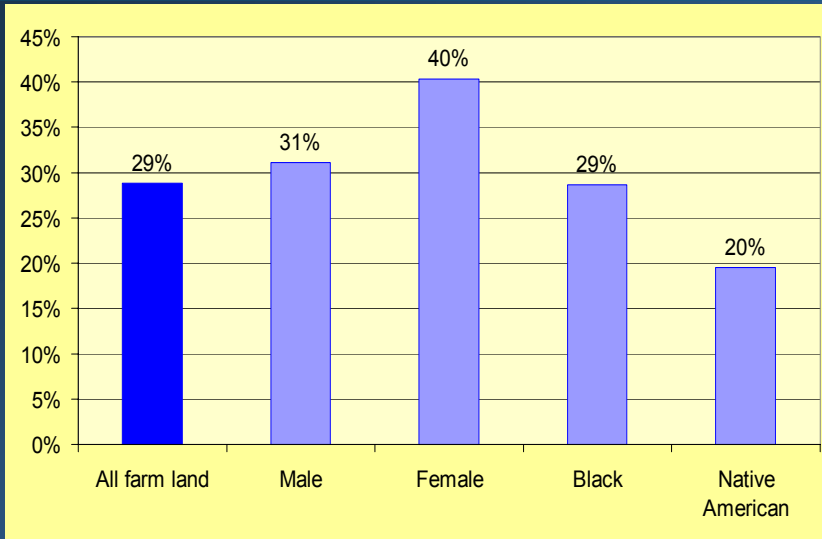
Forest/woodland on farms in NC (1997)

- **66%** of North Carolina owner/operators have forest or woodland on farms

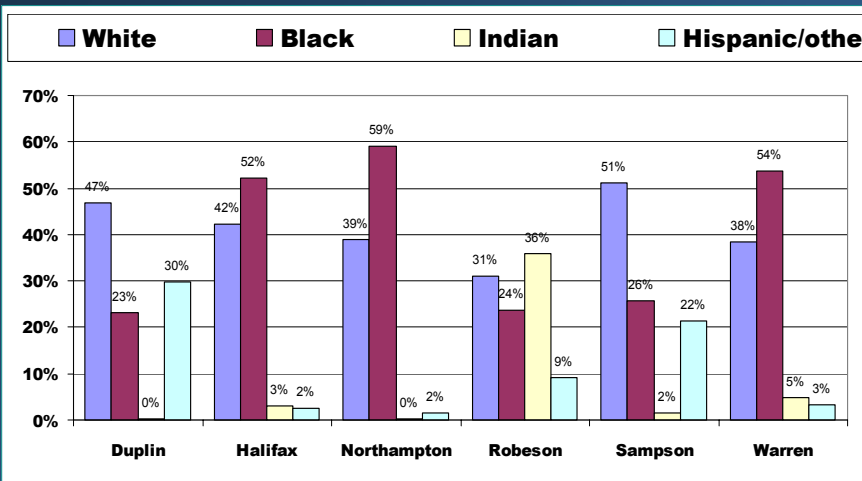




Woodland as percentage of all farm land in NC (1997)



Study county populations (2000)





Literacy Levels in Study Counties (1992)

	% Black	% Native American	Literacy Level 1	Literacy Level 2 and below
Robeson	22%	38%	27%	63%
Sampson	30%	2%	29%	64%
Duplin	29%	N/A	32%	68%
Halifax	53%	3%	38%	76%
Warren	55%	5%	41%	81%
Northampton	59%	N/A	42%	81%



Impacts on the under-served

- Unaware of assistance programs (technical, cost-share)
- Susceptible to impulse decisions (e.g., sale to someone who approaches the owner)
- Lack of overall management plan
- Forest land that is unproductive or insufficiently productive of whatever owner might desire
- Frustration for the forest landowners and forestry professionals



What are the benefits of serving the under-served?

- **More knowledge transferred**
 - More local income
 - Greater confidence in ability to manage for healthy forests
- **Healthier mosaic of forests**
 - species diversity,
 - production of economic commodities and ecological services
- **Healthier and more confident rural communities**



Where do we go from here??



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