



Buy-Protect-Sell Assessment Matrix Stage 1 Application

Eligibility

In order for an applicant to enter the potential buyer pool, all questions below must be answered “yes.”

<i>Refer to application question 1</i> Applicant is a type of legal entity qualified to hold land.	
<i>Refer to application question 2</i> Applicant has confirmed that they will be able to secure a resolution/letter from their governing body that includes the features listed in the application.	
<i>Refer to application question 3</i> Applicant has confirmed that they will be able to provide copies of current bylaws, operating agreements, and other governance documents as requested by Ag + Open Space.	

Applicant's goals for participating in the Buy-Protect-Sell program

In order for an applicant to enter the potential buyer pool, the applicant must score **at least 2 out of 4** potential points.

<i>Refer to application questions 4 and 5</i> Applicant's goals for participating in the program and their main anticipated uses for the property indicate that, if selected, they are likely to operate the property in a way that forwards the Farmland for All Program Goals. See scoring guidelines section below. The Farmland for All goals are: <ul style="list-style-type: none">• Prevent conversion of agricultural land to non-agricultural uses through tools such as conservation easements and covenants.• Preserve land's agricultural conservation values by supporting responsible stewardship via stable land tenure and best management practices.• Increase access to agricultural land for agricultural producers by reducing the price of agricultural land via conservation easements and easement enhancements.• Increase access to agricultural land for agricultural producers by proactively connecting producers with access opportunities.• Enhance equitable access to agricultural land, and expand conservation programs to racially and culturally diverse communities.• Support local food security by ensuring that land remains in productive agricultural use.	
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Experience and qualifications

The applicant must achieve a minimum score of 2 in each category, and a total score of **at least 6 out of 8** potential points.

<p><i>Refer to application question 6</i></p> <p>Please rate the applicant's farming or ranching experience, education, and/or qualifications on a scale from 1 to 4. See scoring guidelines section below. Farming or ranching experience, education, and/or qualifications could include:</p> <ul style="list-style-type: none">• Farmworker experience/farm or ranch employment• Farm or ranch management or operation• Indigenous land management experience• Farm or ranch apprenticeship• Living and/or working on a family farm or ranch• Incubator farm training• Significant agricultural production experience through FFA or 4-H• College or high school coursework in agriculture and related topics• Other agricultural education, programs, certificates, or training• Other relevant experience	
<p><i>Refer to application question 7</i></p> <p>Please rate the applicant's business-related experience, education, and/or qualifications on a scale from 1 to 4. See scoring guidelines section below. Business-related experience, education, and/or qualifications could include:</p> <ul style="list-style-type: none">• Managing, operating, or participating in decision making at a small business• Experience with budgeting, accounting, or record-keeping, as a treasurer, accountant, or similar roles, in a paid or a volunteer position• College or high school coursework in business and related topics• Other financial or business education, such as participation in a business skills program, an agricultural business certificate, or significant financial or business skills development and practice through FFA or 4-H• Other relevant experience	
Total Score for experience and qualifications	

Scoring guidelines

Applicant's goals scoring guidance:

When scoring applicant's goals for participating, please refer to the Farmland for All Program Goals below.

1. **Prevent conversion of agricultural land to non-agricultural uses** through tools such as conservation easements and covenants.
2. Preserve land's agricultural conservation values by supporting **responsible stewardship via stable land tenure and best management practices**.
3. **Increase access to agricultural land for agricultural producers** by reducing the price of agricultural land via conservation easements and easement enhancements.
4. **Increase access to agricultural land for agricultural producers** by proactively connecting producers with access opportunities.
5. Enhance **equitable access** to agricultural land, and **expand conservation programs to racially and culturally diverse communities**.
6. **Support local food security** by ensuring that **land remains in productive agricultural use**.

Score of 1

- Based on the applicant's goals for participating in the program and their main anticipated uses for the property, it is unlikely or hard to say whether the applicant would operate the property in a way that forwards the Farmland for All Program Goals.
- Any applicant whose goals for participating in the program and/or main anticipated uses for the property could reasonably be expected to undermine the Farmland for All goals should receive a score of 1.

Score of 2

- Based on the applicant's goals for participating in the program and their main anticipated uses for the property, it is likely that the applicant would operate the property in a way that forwards at least 1-2 of the Farmland for All Program Goals.

Score of 3

- Based on the applicant's goals for participating in the program and their main anticipated uses for the property, it is likely that the applicant would operate the property in a way that forwards 3 or more of the Farmland for All Program Goals.

Score of 4

- Based on the applicant's goals for participating in the program and their main anticipated uses for the property, it is likely that the applicant would operate the property in a way that forwards 4 or more of the Farmland for All Program Goals.

Farming or ranching experience, education, and/or qualifications scoring guidance:

Score of 1

- This applicant has a small amount or less of farming or ranching experience.
- It is unlikely or hard to say whether they could successfully operate an agricultural property at a level commensurate with commercial production.
- They have a combination of experience and qualifications equivalent to 3 or fewer years of farming and ranching experience.

Score of 2

- This applicant has a moderate amount of farming or ranching experience.
- It is likely that they could successfully operate an agricultural property at a level commensurate with commercial production.
- They have a combination of experience and qualifications equivalent to 4 or more years of farming and ranching experience.
- They have at least 2 years of farming or ranching experience which was carried out at a level commensurate with commercial production.

Score of 3

- This applicant has a high amount of farming or ranching experience.
- It is very likely that they could successfully operate an agricultural property at a level commensurate with commercial production.
- They have a combination of experience and qualifications equivalent to 5 or more years of relevant farming and ranching experience.
- They have at least 3 years of experience with farming or ranching which was carried out at a level commensurate with commercial production.
- They have at least 2 years of farming or ranching experience which included planning and/or decision-making responsibilities. This experience includes planning and/or decision-making experience as a farm employee and does not necessarily have to have been as a farm or ranch owner or manager.

Score of 4

- This applicant has a very high amount of farming or ranching experience.
- It is extremely likely that they could successfully operate an agricultural property at a level commensurate with commercial production.
- They have a combination of experience and qualifications equivalent to 6 or more years of relevant farming and ranching experience.
- They have at least 3 years of farming or ranching experience which included significant planning and decision-making responsibilities AND was carried out at a level commensurate with commercial production.

Business-related experience, education, and/or qualifications scoring guidance:

Score of 1

- This applicant has a small amount or less of business-related experience.
- It is unlikely or hard to say whether they could successfully manage the business aspects of a farm or ranch.
- They have a combination of experience and qualifications equivalent to 2 or fewer years of business-related experience.

Score of 2

- This applicant has a moderate amount of business-related experience.
- It is likely that they could successfully manage the business aspects of a farm or ranch.
- They have a combination of experience and qualifications equivalent to 3 years of business-related experience.
- They have at least some experience with budgeting, accounting, and record-keeping.

Score of 3

- This applicant has a high amount of business-related experience.
- It is very likely that they could successfully manage the business aspects of a farm or ranch.
- They have a combination of experience and qualifications equivalent to 4 or more years of business-related experience.
- They have at least 2 years of experience with budgeting, accounting, or record-keeping.
- They have at least 1 year of experience which involved managing, operating, or participating in decision making at a small business, or another experience similar to this.

Score of 4

- This applicant has a very high amount of business-related experience.
- It is extremely likely that they could successfully manage the business aspects of a farm or ranch.
- They have a combination of experience and qualifications equivalent to 5 or more years of business-related experience.
- They have at least 3 years of experience with budgeting, accounting, or record-keeping.
- They have at least 2 years of experience which involved managing, operating, or participating in decision making at a small business, or another experience similar to this.