

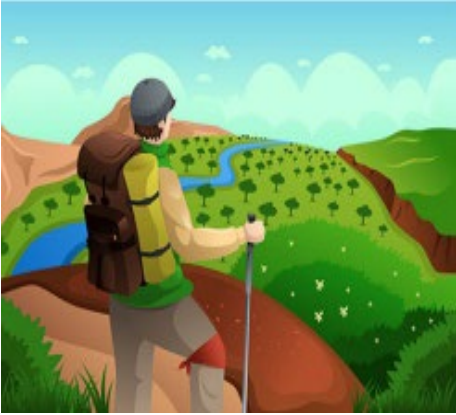
Farm PAI

Farmland Protection & Affordability Investment



WASHINGTON STATE
HOUSING FINANCE
COMMISSION

Outcome Driven



Farmland in Washington is preserved in perpetuity



BIPOC Farmers have better access to purchase land



WSHFC's Beginning Farmer/Rancher program is better utilized

Outcome Driven



Farmers can get capital infusions to improve and operate farmland



Farmland passes from generation to generation with security



Land appreciation is reinvested and grows the program

Three Uses



25%

Short-Term Turnkey Acquisition

- Farmer identifies land to be purchased.
- Trust buys and holds while farmer assembles financing.
- Farmer buys with USDA or conventional financing (such as WSHFC Beginning Farmer/Rancher loan).
- Trust is paid a fee for the transaction out of the WSHFC FarmPAI fund.



10%

Development Rights

- Farmers sell their development rights to finance equipment and other needs.
- Trust buys development rights on farmland, preserving its value at farmland prices and making it easier for farmers to access.
- Trust sells development rights (for use by other properties) to repay Farm PAI



65%

Longer-Term Conversion

- Trust identifies parcels of farmland to purchase and buys using FarmPAI.
- Trust places restrictions on land to preserve value at farmland prices.
- Trust markets and sells land to farmers.
 - ✓ Priority 1: BIPOC farmers
 - ✓ Priority 2: Other users of the WSHFC Beginning Farmer/Rancher program
- Appreciation of land or development rights while held by Trust is split evenly between WSHFC and Trust. WSHFC proceeds are returned to the fund.

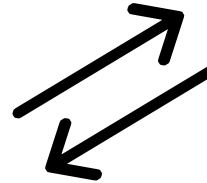
How it Works



Low-Interest Loan
(up to ~8 years)



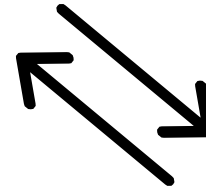
Repay Loan
+ 50% of
Appreciation



Priority to BFR users &
BIPOC farmers



Permanent
Financing
From Other
Sources



Development
Rights

Partners

State Organizations



WASHINGTON STATE
HOUSING FINANCE
COMMISSION



Washington State
Conservation
Commission



WASHINGTON STATE
HOUSING FINANCE
COMMISSION

Land Trusts



WASHINGTON
FARMLAND TRUST
Sustaining a Future for Farming

FORT&RRA



WASHINGTON
— ASSOCIATION OF —
LAND TRUSTS

Financing Partner (Beginning Farmer/Rancher)



Northwest
FARM CREDIT SERVICES