

FARMER TEARSHEET

Dirt Capital Partners (DCP) works with **regenerative farmers** who have successful, existing operations, established markets and the opportunity to grow and expand their business through long-term, secure land access.

Project Criteria

These are general guidelines. Every project is evaluated on its individual merits. Even if your farm may not meet one of these guidelines, please reach out.

Experience	More than two years of sales history, or prior farm management experience and purchasing an established business
Revenue	Over \$200,000 in annual gross revenue or projected gross revenue
Project Size	Anticipated project size over \$1M+, including both land purchase and any planned improvements to be funded
Organic Practice	Utilizing organic practices or in transition to organic, certification not required
Mission Aligned	Aligns with our Impact Goals (see Pg. 3)
Location	Located in the United States

Approach



Review

After we get your inquiry, we will work closely together to review your operating history and create multi-year business plans and budgets.



Structure

We discuss what partnership structure and terms best fit your personal goals and financial capabilities (see Pg. 2 for options)



Support

We provide support, as needed, on the land search, due diligence, legal work and negotiation for the land purchase.



Partner

We work closely with existing resources – University Extension programs, farm viability programs, land trusts, experienced farmer-mentors, etc. – to support our due diligence and ensure your business plans are achievable, and to provide ongoing support and assistance.

Investment Structures

We work with our farmers to customize the best solution for their situation.

Customized Cash Lease with Purchase Option

Dirt Capital purchases the property and provides a long-term lease that is customized to a farmer's projected cash flow, with an embedded purchase option at a pre-agreed time and price. The structure provides secure land access with no down payment required. Additionally, payments can be seasonal and/or step-up gradually.

Joint-Venture with Farmer

A parcel of land with a mix of important agricultural soils and potential for other revenue is acquired by Dirt Capital and a farmer in shared ownership. Dirt Capital and the farmer proactively seek additional revenue opportunities (agritourism, community solar, limited development, conservation) benefiting the farmer's affordability.

Land and Business Transfer

A farmer purchases an existing business and Dirt Capital provides financing for the real estate, facilitation of the business transfer, and overall coordination to provide a comprehensive arrangement for execution of the business transfer between parties or generations.

Farmland Conservation / Buy-Protect-Sell to Farmer

Dirt Capital acquires vulnerable land that is prioritized for conservation by a community or environmental group. A customized lease makes the land affordable for the farmer to operate while Dirt Capital sells a permanent conservation easement to a land trust or state agency, reducing the purchase price for the farmer.

Blended Capital Partnerships

In certain circumstances where other mission-aligned capital is available, Dirt Capital can collaborate with non-profits and/or foundations that provide grants and/or low-cost loans to enable affordable land access in an expensive location, high impact situation, or for farmers from communities historically excluded from land ownership.

Mortgage

For investments that qualify, Dirt Capital can provide amortizing mortgage debt for up to 100% loan-to-value. Only available in certain states.

Impact Framework

We weigh a project's impact and financial return together, allowing us to underwrite higher-impact projects to a lower target return. We seek to achieve these outcomes across our portfolio, and each project individually does not need to address all impact outcomes.

Ecological Stewardship

Our investments put land on a path toward regenerative agriculture.

We consider the impacts of our investments on farmland conservation and land health through regenerative agriculture practices.

Through our investments, we support farmers who prioritize soil health, biodiversity, and the stewardship of the natural resources. We value stewardship in service of climate resilience.

Outcomes we advance:

- Farmland Conservation
- Land Health
- Biodiversity
- Water Conservation
- Healthy Livestock Management
- Climate Resilience
- Renewable Energy

Farmer Equity

We take a strong interest in the financial well-being of our farmer partners.

Our investments offer farmer partners a stable financial platform for their farm success.

We look to assess how our investments provide for both asset-building and increased revenue generation. We account for our investments' impact on helping farmers achieve long-term land security.

Outcomes we advance:

- Equitable Land Access & Security
- Farmer Wealth Building
- Profitability, Expansion, & Diversification
- Farmer Housing & Amenities
- Non-Farm Revenue Diversification

Community Benefits

Farmland investments can positively impact communities.

We seek opportunities where our investments contribute to job creation, economic development, and improved local food access.

We're conscious of the ways agricultural investment has been inequitable and value opportunities to provide financing to under-served communities and farms that focus on meeting the needs of those communities.

Outcomes we advance:

- Local Food Economies
- Community Outreach & Engagement
- Racial Equity
- Farmer Networks

Field-Building

We partner to catalyze greater and more equitable farmland investment.

Lasting impact in the farmland investment sector requires collaboration, knowledge sharing, and innovation.

We strive to advance the field of farmland investment by contributing to the growth of investor networks, fostering partnerships, and sharing and replicating proven models.

Outcomes we advance:

- Innovative Finance Models
- Replicability
- Investor Education
- Farmer Capacity Building
- Catalytic Partnerships