Cultivating Your Land's Potential: A Web Series for Landholders on Agricultural Leasing

August 19, 2026

Cultivating Your Land's Potential Sessions

- August 19th | Doing the Groundwork: Understanding and Preparing Your Land for Leasing
- August 26th | Finding the Right Farmer: How to Connect, Build Trust, and Negotiate Your Lease



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Agenda

- California FarmLink
  - Laura Poliné González, Program Manager, Equity and Conservation on Working Lands
- University of California Agriculture and Natural Resources
  - Dr. Ben A Faber, Farm Advisor, UCCE Ventura/Santa Barbara Counties
- Questions and Answers



CALIFORNIA
FARMLINK

Farmland Assessment



We help farmers access the resources and capital they need to be successful

We offer culturally relevant education, services, and lending to support comprehensive business viability, with a focus on our target market of low-income and/or Latine farmers.

25-year Legacy:

$90M+ in Loans provided to farmers

Facilitated secure land tenure to 500+ farmers on 16,840 acres

Educated 300+ clients in critical agriculture business topics

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ECWL



Land Access and Agreement-Building Services

Since 1999, FarmLink has facilitated access to land and helped farmers to establish good land tenure.

- **Land Portal**: Online community for landseekers to review land opportunities and connect with landholders
- **Agreement-Building Services**: We provide technical assistance to people enrolled in the Land Portal
- **The Regenerator**: A Year of Farm Succession Planning
- **Resource Library**: Our website provides more than 20 documents and templates related to land access



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What to Look For When Assessing Farm Land



Climate

- Regional
- Local
- Micro-climates
- Question for potential tenant:
  What do you want to grow?



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Location

- Distance to markets
- Distance to suppliers
- Distance from other farmers and family
- Access to main roads
- Access on/off property



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Site

- Acreage
- Exposure
- Slope
- Organic
  - Current
  - Eligibility



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Soil

- Drainage
- Type
- Quality
- Organic
  - Current
  - Eligibility



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Water

- Source(s)
- Quantity
- Quality
- Infrastructure



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Infrastructure

- Building/Structures
- Fences and Gates
- Power and Utilities
- Irrigation
  - Above and below ground
- Roads



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Housing and Equipment

- For use
- For rent
- For purchase



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Relationships

- Compatibility with the Landseeker
- Mentorship Opportunity
- Neighbors
  - Ag or Residential
  - Supportive of Ag
  - Conventional or Organic



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Looking for Farm Land



Land Leasing

Benefits

- Affordability
- Flexibility
- Low Start Up Risk
- Frees Up Capital to Invest in Operation

Considerations

- Less Security
- Shorter Term Access
- Harder to Build Equity
- Relationship with Landlord/Limitations to activities

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Where to Learn About Land Prices?

- Census of Ag and NASS cash rent survey
- Extension regional benchmark reports for various farm or ranch enterprises
- CA Associate of Farm Managers and Rural Appraisers
- California FarmLink
- Local real estate agents, Multiple Listings Services (MLS)
- Classified Ads
- Talk to people in the community!



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The Land Portal

California FarmLink helps farmers and ranchers find land opportunities. By registering with us, landseekers and landholders can learn about each other and establish relationships that can result in good land tenure. Our Land Portal is a one-of-a-kind online community to help people seeking land. It is a bilingual English-and-Spanish tool that connects people, facilitates access to land, and provides a gateway for getting assistance with land leases and other agreements.

Landseekers

Find land to farm

Landholders

List land to farm

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Thank you!

For more information, visit californiafarmlink.org or email land@cafarmlink.org



Soil and Water Knowledge for the Landowner

Ben Faber, Farm Advisor, UCCE Ventura/Santa Barbara Cos



Mediterranean climate – no water – no crop

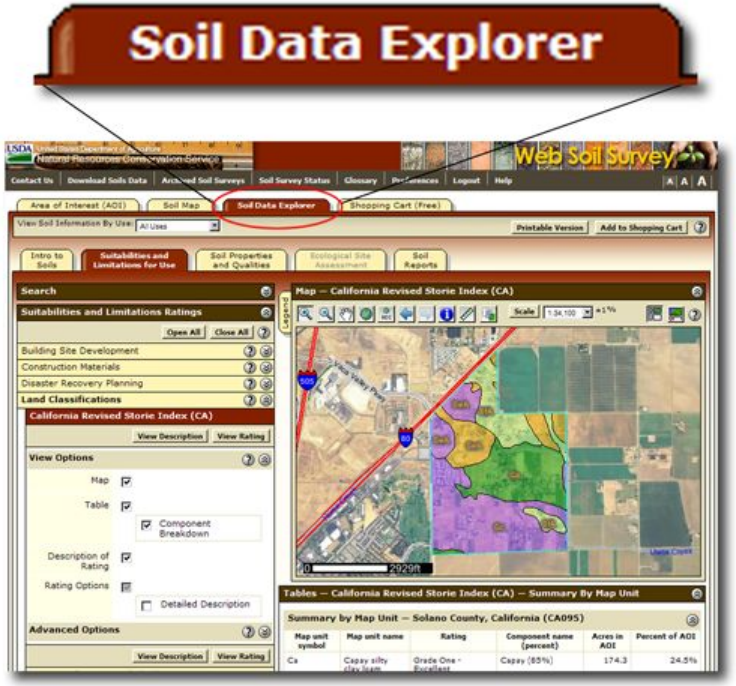
How much land is plantable – roads, ditches, buildings, rough ground, etc.
History of the land – crops, pesticides, fertilizers, weeds
Soil/Water test documents
Intended crop – perennial/annual
Organic or Conventional – certified?
Length of lease determines long-term management
Water amount and quality determines crop
Who pays for water and infrastructure maintenance
Who files reports to agencies, grants

USDA - NRCS

Web Soil Survey

https://websoilsurvey.nrcs.usda.gov/app/

The USDA Soil Web let's you map, identify and measure the different soils in an area of land. Provides physical properties, eg soil depth, texture, aggregation, etc



HUENEME SERIES

The Hueneme soils have grayish brown, loamy fine sand and light sandy loam, moderately alkaline A horizons and stratified, grayish brown, light brownish gray and light gray, calcareous C horizons of sandy loams through sands with thin silt layers, mottled, and containing segregated gypsum.

TAXONOMIC CLASS: Coarse-loamy, mixed, superactive, calcareous, thermic Oxyaquic Xerofluvents

TYPICAL PEDON: Hueneme sandy loam - lemon grove (Colors are for dry soil unless otherwise noted.)

Ap1--0 to 2 inches; Grayish brown (10YR 5/2) loamy fine sand, very dark grayish brown (10YR 3/2) moist; weak fine granular structure; slightly hard, friable, nonsticky, nonplastic; few very fine roots; many very fine interstitial and very few fine tubular pores; moderately alkaline (pH 8.0); abrupt smooth boundary. (1 to 3 inches thick)

Ap2--2 to 9 inches; Grayish brown (10YR 5/2) light sandy loam, very dark grayish brown (10YR 3/2) moist; massive (compacted by tillage); hard, friable, nonsticky, nonplastic; few fine and very fine roots; many very fine interstitial pores; slightly effervescent, lime disseminated; moderately alkaline (pH 8.0); clear smooth boundary. (4 to 8 inches thick)

A13--9 to 17 inches; Grayish brown (2.5Y 5/2) light sandy loam, dark grayish brown (2.5Y 4/2) moist; massive; slightly hard, friable, nonsticky, slightly plastic; few fine and very fine roots; many very fine interstitial and few fine tubular pores; strongly effervescent, lime disseminated; moderately alkaline (pH 8.2); gradual smooth boundary. (6 to 15 inches thick)

C1--17 to 23 inches; Grayish brown (2.5Y 5/2) light sandy loam, dark grayish brown (2.5Y 4/2) moist; massive; hard, friable, nonsticky, slightly plastic; few fine and very fine roots; many very fine interstitial and common very fine and few fine tubular pores; many gypsum segregations; violently effervescent, lime disseminated and segregated into

Perennial or Annual Crops

- In general, annual crops can handle poorer water and soil quality than perennials

Higher boron, sodium, chloride, salinity and greater pH variability

Need soil and water test results



Analysis Chart

Utilizing data gathered in 1998.

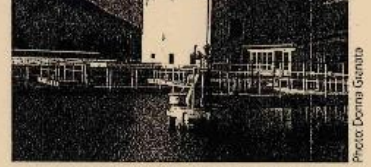


Photo: Donna Granata

City of Ventura Water Treatment Plant

water, which is necessary to eliminate waterborne diseases and protect public health.

Q: ***Should I be concerned about the level of Trihalomethanes in my tap water?***

No. The level of Trihalomethanes in Ventura water averages at 0.058 parts per million which is well below the state's drinking water standard of 0.100 parts per million.

Parameter		Units	Maximum Contaminant Level	Public Health Goal (CA)	Maximum Contaminant Level Goal (Fed)	Surface Water		Ground Water		CMWD (Casitas)		Saticoy Country Club	
						Average	Range	Average	Range	Average	Range	Average	Range
Water Clarity	Turbidity	NTU	5	NS	NS	.15	.03-.35	.25	.1-.6	0.4	.02-2.8	0.20	0.1-0.35
Microbiological Quality	Total Coliform Bacteria	% of Tests	5	NS	NS	0.00	0	0.00	0	0	0	0	0
	Fecal Coliform Bacteria	Positive		NS	NS	0.00	0	0.00	0	0	0	0	0
Primary Standards													
Organic Chemicals	Total Trihalomethanes	mg/l	0.1000	NS	NS	.062	.04-.076	.059	.011-.1035	.082	.063-.097	0.030	.023-.039
Inorganic Chemicals	Barium	mg/l	1	NS	2	ND	ND	ND	ND-0.12	0.1	0.1	ND	ND - 0.12
	Chromium	mg/l	0.05	NS	0.1	ND	ND	ND	ND-0.01	0.001	0.001	ND	ND - 0.01
	Fluoride	mg/l	1.4◆	1	NS	.47	.31-.55	.62	.53-.64	0.03	0.03	.55	.45-.64
	Lead (consumer tap)	mg/l	0.015▲	0.002	NS	.013	ND-0.015	.013	ND-0.015	ND	ND	–	–
	Mercury	mg/l	0.002	NS	0.002	ND	ND	ND	ND-0.001	ND	ND	ND	ND
	Nitrate (as Nitrogen)	mg/l	10	10 as N	NS	1.4	0.7-2.8	2.7	1.7-4.1	3.1	ND-5.8	4.1	2.4-5.3
	Nitrite (as Nitrogen)	mg/l	1	10 as N	NS	ND	ND	ND	ND	ND	ND	ND	ND
Radioactivity	Gross Alpha Radioactivity	pCi/l	15	NS	NS	5.1	2.7-5.8	7.4	3.3-10.0	1.3	0.3-3	18.0*	13.9-21.2
	Gross Beta Radioactivity	pCi/l	50	NS	NS	5.28	ND-11.0	8.02	ND-15.8	ND	ND	6.8	6.2-13.0
	Radium 226 pluc Raium 228	pCi/l	5	NS	NS	0.413	ND-.827	.87	ND-1.7	ND	ND	1.01	.241-1.78
	Uranium	pCi/l	20	NS	NS	1.2	ND-2.4	4.15	1.5-6.8	ND	ND	9.1	ND - 18.2
Secondary Standards													
Aesthetic Standards	Color	Color Units	15	NS	NS	ND	ND	ND	ND	2	1-3	ND	ND
	Odor	Threshold #	3	NS	NS	ND	2	ND	ND-1	2	1-2	ND	ND
	Chloride	mg/l	500	NS	NS	23	6-56	47	38-64	10	10	85	81-89
	Copper (sources)	mg/l	1	NS	NS	ND	ND	ND	ND-0.37	ND	ND	ND	ND - 0.08
	Copper (consumer tap)	mg/l	1.3▲	0.17	NS	0.78	ND-1.37	0.78	ND-1.37	–	–	–	–
	Iron	mg/l	0.3	NS	NS	ND	ND-0.1	ND	ND-0.3	ND	ND	ND	ND
	Manganese	mg/l	0.05	NS	NS	ND	ND-0.05	ND	ND-.08	ND	ND	ND	ND
	Sulfate	mg/l	500	NS	NS	236	81-430	526	476-601	130	130	472	366-624
	Total Dissolved Solids	mg/l	1000	NS	NS	450	232-796	1112	1024-1356	350	350	1172	1096-1248
Additional Constituents	Temperature	°C	None	NS	NS	18.5	13.5-23.6	19.8	12.7-26.9	18.4	13.5-26.2	19.3	14.0-24.1
	pH	pHUnits	6.5-8.5	NS	NS	8.13	7.71-8.55	7.39	7.28-8.12	7.3	7.0-8.1	7.60	7.40-7.71
	Chlorine Residual	mg/l	3.0	NS	NS	0.82	0.4-1.3	0.75	0.05-1.3	1.5	0.51-2.2	0.87	ND - 1.3
	Conductivity	uMHO	1600	NS	NS	740	350-990	1420	1340-1640	553	490-690	1507	1420 - 1640
	Hardness	mg/l as $CaCO_3$	None	NS	NS	292	216-410	362	216-644	220	220	508	243 - 575
	Hardness	(gr/gal)	None	NS	NS	29	19-36	32	24-43	ND	ND	37	34 - 38
	Boron	mg/l	None	NS	NS	0.23	0.11-0.35	0.52	0.48-0.56	0.2	0.2	0.60	0.47- 0.70
	Calcium	mg/l	None	NS	NS	96	55.4-178	125.6	54.2-197	55	55	149	138 - 158
	Magnesium	mg/l	None	NS	NS	23.0	13.2-54.6	39.0	14.0-65.0	20	20	59.7	58.4 - 62.3
	Phosphate	mg/l	None	NS	NS	ND	ND	0.20	ND-0.4	ND	ND	0.02	ND - 0.15
	Potassium	mg/l	None	NS	NS	0.08	ND-0.41	0.03	ND-0.22	ND	ND	4.1	3.6 - 4.7
	Sodium	mg/l	None	NS	NS	26.4	16.1-54.9	114	34.3-149	21	21	137	123 - 149
	Total Alkalinity	mg/l as $CaCO_3$	None	NS	NS	187	102-209	223	213-239	120	120	245	228-257

ND - None Detected NS - No Standard ◆ - Standard Depends on Temperature ▲ - 90th Percentile Limit * - Meets Radium and Uranium Standards

FAX (206) 562-9531

ERSIFIED MINERALS
5 E Wooley Road
ard, CA 93030

COMPLETE SOIL EVALUATION AND
MICRONUTRIENT ANALYSIS
(A05-2)

Orange Office
Lab No. 159
SOIL AMENDMENT

Samples Taken: 7/28/97 Samples Rec'd:

m e	Half Sat% TEC	Parts Per Million Parts Dry Soil: NO3 N	NH4 N	PO4 P	K	Ca	Mg	Cu	Zn	Mn	Fe	Sat Ext	Sample Description & Log Number
	26	143	26	176	790	3530	214	29	70	7	176		West Canyon
	214	3.2		5.6	2.4	1.0	0.5	6.8	6.5	0.3	1.7		97-A21444 16 5

7/30/97

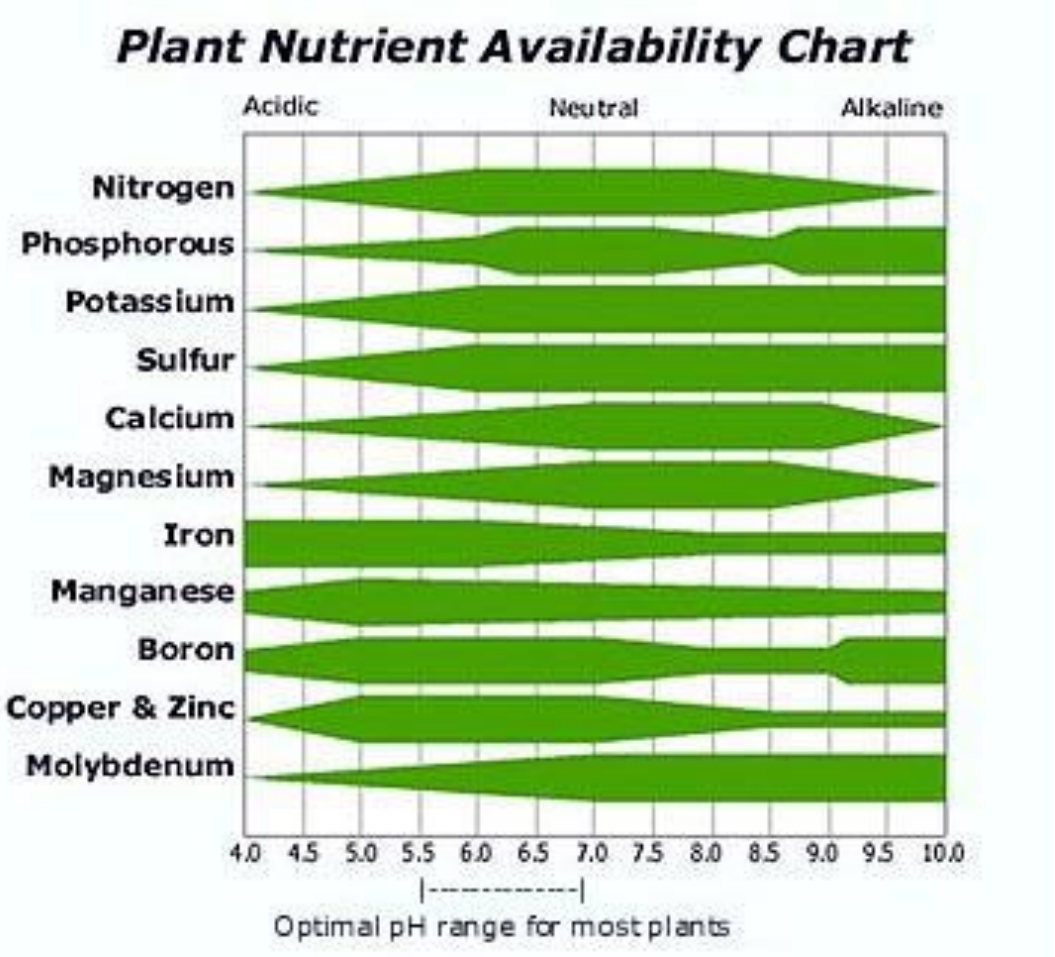
ufficiency factor (1.0=sufficient for average crop) below each nutrient element. N factor based on 200 ppm constant feed.
f Saturation %=approx field moisture capacity. B, Na and salinity(ECe (dS/m at 25 deg.C.)) by sat ext method. Major elements
y sodium chloride extraction (phosphorus by sodium bicarbonate extraction). Cu, Zn, Mn & Fe by DTPA extraction. eSAR=Est.
Sodium adsorption ratio. Na=Sodium (meq/l). TEC (listed below Half Sat.)=Estimated Total Exchangeable Cations (meq/kg)

	Saturation Extract Values: pH	ECe	Ca me/l	Mg me/l	Na me/l	K me/l	B ppm	Cl me/l	SAR	Qual Lime
	6.7	2.4	15.8	3.0	1.4	3.8	0.27		0.5	Med

m e	Organic Percentage	Percent of Sample Passing 2 mm Screen: Gravel Coarse 5-12	Gravel Fine 2-5	Sand Very Coarse 1-2	Sand Coarse 0.5-1	Sand Med. to V. Fine 0.05-.5	Silt .002-.05	Clay 0-.002	USDA Soil Classification
	5.6	0.0	7.3	11.9	15.1	43.4	21.7	7.9	Sandy Loam

7/30/97

avel fraction expressed as percent by weight of oven-dried sample passing a 12mm (1/2") sieve. Particle sizes in millimeters.


Plant Nutrient Availability Chart
Acidic
Neutral
Alkaline
Nitrogen
Phosphorous
Potassium
Sulfur
Calcium
Magnesium
Iron
Manganese
Boron
Copper & Zinc
Molybdenum
4.0 4.5 5.0 5.5 6.0 6.5 7.0 7.5 8.0 8.5 9.0 9.5 10.0
|----------|
Optimal pH range for most plants

Generally because of our young soils, we don’t need to worry about a lot of these nutrients. pH is probably the most important soil chemical property we have control over. For annual crops, NPK are the big nutrients, for tree crops often N is all that is needed.

Soil organic matter, both native (2%) and amendments can be an important source of nutrients, as well as a pH modifier.

At 2%, an acre-furrow slice (6 in. deep) has 40,000 # of OM. 10% of which is N, or 4,000#

LEACHING

Used to improve the infiltration of water into the soil so that salts can be leached out of the root zone – gypsum *only* when sodium dominated water/soil

Leaching - only known method for salinity control

“Magic potions”

- **No scientific basis for claims**
- **No properly-collected data to support claims**

Amendments???

Water amount and water quality

Generally, most crops along coast take about 2 ac-ft/ac/yr further inland it gradually increases to up to 5 ac-ft in desert

Who pays for water?

Who is sharing the water delivery?

Who maintains records for Water Quality Control Board, County Water Agencies, etc.?

Who maintains system – well, underground delivery, etc?

History of what was grown

- What chemicals were used – PUR reporting DPR
- What weeds are present - nutsedge, morning glory!!!!

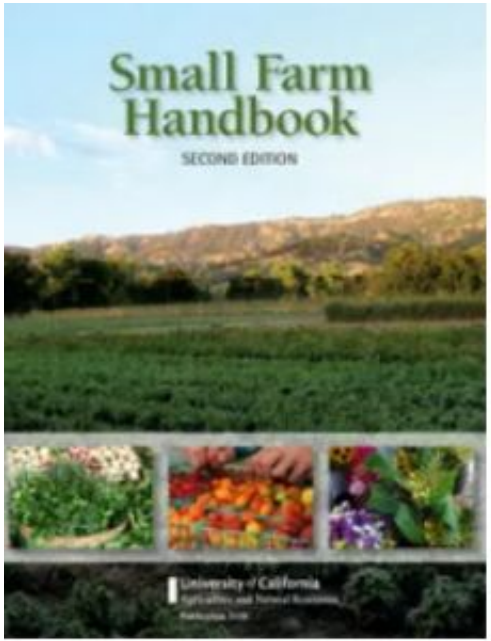
Certified organic? Who maintains the records to ensure it stays organic?

What is length of lease?

- Trees or Annuals?
- Shared costs/profits?

Longer the lease, more likely to make improvements

- NRCS, CDFA, DWR, WSARE grants usually go to landholder, not lessee. Cover crops, mulch compost expensive and results often take years to show effect



Small Farm Handbook: Second Edition (Publication)
Tourte, Laura
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Thank you!

Visit cafarmlink.org for more information, or email:

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- katia@cafarmlink.org
- liya@cafarmlink.org



Questions

