



## B.C. LAND MATCHING PROGRAM: VANCOUVER ISLAND

May 13th, 2021

Dear Cowichan Valley Regional District Council,

I am excited to put forward this proposal to the CVRD. The CVRD has been an instrumental partner (2018-2020) in the establishment and growth of the B.C. Land Matching Program (BCLMP). The program began as a pilot in the Metro Vancouver / Fraser Valley area in 2016, and through hard work and determination scaled-up into a provincial initiative in 2018. We would not have been able to get this far without stakeholders like the CVRD who are investing in the future succession of farmland to grow local food systems.

Each year, we continue to fundraise to make the program possible. Multi-year funding commitments keep the program stable and viable. We are fortunate to have an excellent Land Matcher, Azja Jones Martin, who has been able to provide extensive support in the Cowichan area and beyond as the Vancouver Island (VI) Land Matcher. Azja's unique combination of a decade of farming experience, and now three years of work as the VI Land Matcher mean that annually she is making more matches, and increasingly able to support different scales and types of land transition for new farmers and landholders.

As per the last written report to the CVRD, we are requesting three years of support at \$10,000 year (\$30,000 total). The VI Land Matcher is responsible for the following activities and deliverables:

### ROLE & RESPONSIBILITIES

- Respond to inquiries from landholders and new farmers.
- Support landholders to list their land opportunities and farmers looking for land on the YA UMAP ([maps.youngagrarians.org](https://maps.youngagrarians.org)) digital land listing inventory.
- Register BCLMP program participants and provide hands-on, personalized, matchmaking to support land seekers to find the most suitable land opportunities for their farm projects; and support landholders to find the most suitable farmer(s) for their land opportunities.
- Assist landholders to evaluate their land opportunities for agricultural viability and clarify their land usage vision and terms.
- Screen new farmers who want to start new farm businesses for enterprise readiness, and connect them to business planning and support to develop their agricultural projects.
- Facilitate introductions and site visits.
- When a match is identified, facilitate negotiations between parties and provide a final legally reviewed contract.
- Follow-up to ensure good land matches and make referrals to resources and other supports.
- Coordinate annual land access educational activities to grow the base of engaged and informed landowners, and new and potential farmers.
- Disseminate digital land access educational resources and publish land opportunities on the YA Blog.

Young Agrarians c/o Agrarians Foundation  
2214 Sun Valley Drive, Nanaimo, B.C., V9T 6E8, Canada  
[youngagrarians.org](https://youngagrarians.org)



## SUCCESS & IMPACT INDICATORS (April 1, 2021 – March 31, 2022)

- Number of Land Matches CVRD 3-7/year of VI 10-14/year
- Number of people that attend annual CVRD Land Social (20-30) and Winter Online Land Forum (VI participants 35-75)
- Number of new UMAP listings CVRD 15-25/year of VI 50-100/year
- Number of VI referrals to partnering agencies and additional support resources 40-100
- Number of VI inquiries through email, phone and in person (250-500)
- Provincial dissemination of land resources (1500+) and VI Blog Content (50,000+)

## ANNUAL 12 MONTH BUDGET PROJECTION

### EXPENSES

F/T Land Matcher Salary	\$58,968
Legal	\$6,600
Mileage & Travel	\$4,000
Website Development & Maintenance	\$1,000
Food, Equipment & Supplies	\$750
Advertising & Printing	\$500
SUBTOTAL	\$71,818
Administration	\$7,181.80
<b>TOTAL</b>	<b>\$78,999.80</b>

### REVENUES

Ministry of Agriculture	\$65,999.80
Cowichan Valley Regional District	\$10,000
Patagonia	\$2,000
Donations	\$1,000
<b>TOTAL</b>	<b>\$78,999.80</b>

## PROGRAM GOALS

- Support new and young farmers to develop land agreements to start farm businesses.
- Ensure that existing farmland continues to be farmed, and underutilized lands are put into agricultural production.
- Support the CVRD to meet regional agricultural planning goals and support new farmers.
- Deliver and evaluate the program over a 10-year period to understand longitudinal impact and new farm viability.

For new and young farmers, technical assistance to access land is fast becoming an essential service. 50% of new farm operators 35 and younger lease land as per the 2016 Census of Agriculture. This trend will continue as market values for farmland continue to increase year-to-year and out-price new farmers from land acquisition. To ensure the future resiliency of farmable land, and support the next generation to farm- stable, well-developed agreements are key.

Please do not hesitate to request additional information or ask any questions. Thank you for your kind consideration.

Sara Dent, Executive Director (778-968-5518, [farm@youngagrarians.org](mailto:farm@youngagrarians.org))

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