

# How to set up and develop Access to Land initiatives

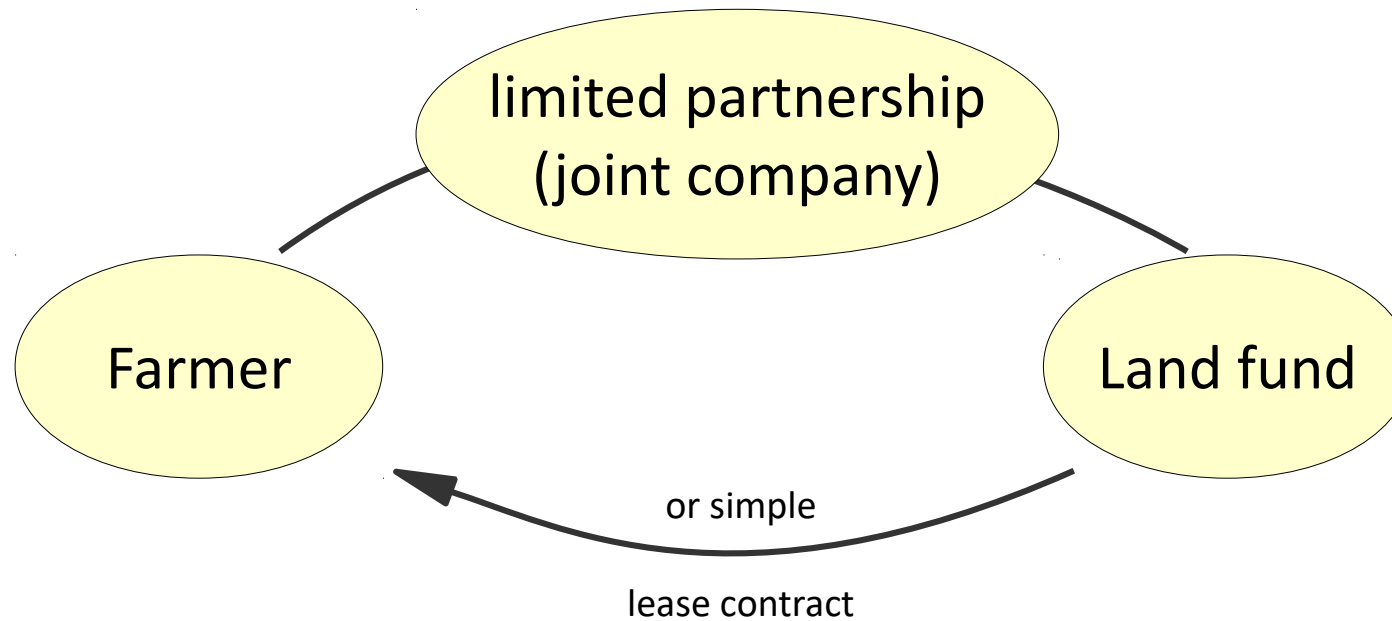
## Part III – Financing Land



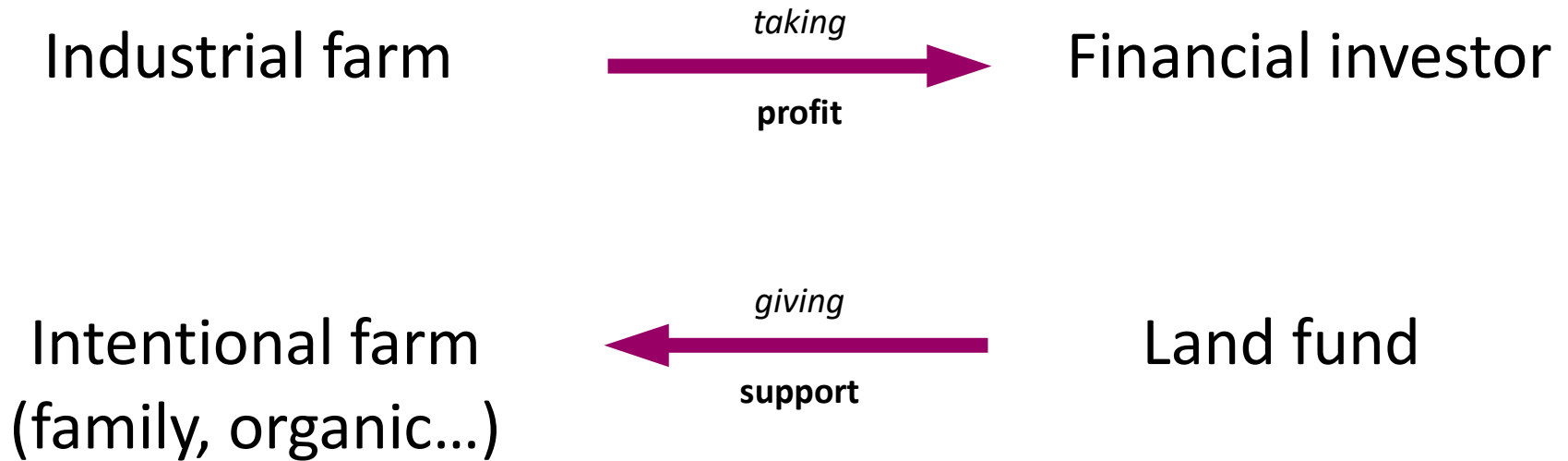
Presentation for the „Access to Land in Europe: Learning from the Field“ Seminar in Brussels, 19-20 June 2017

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# Land ownership options



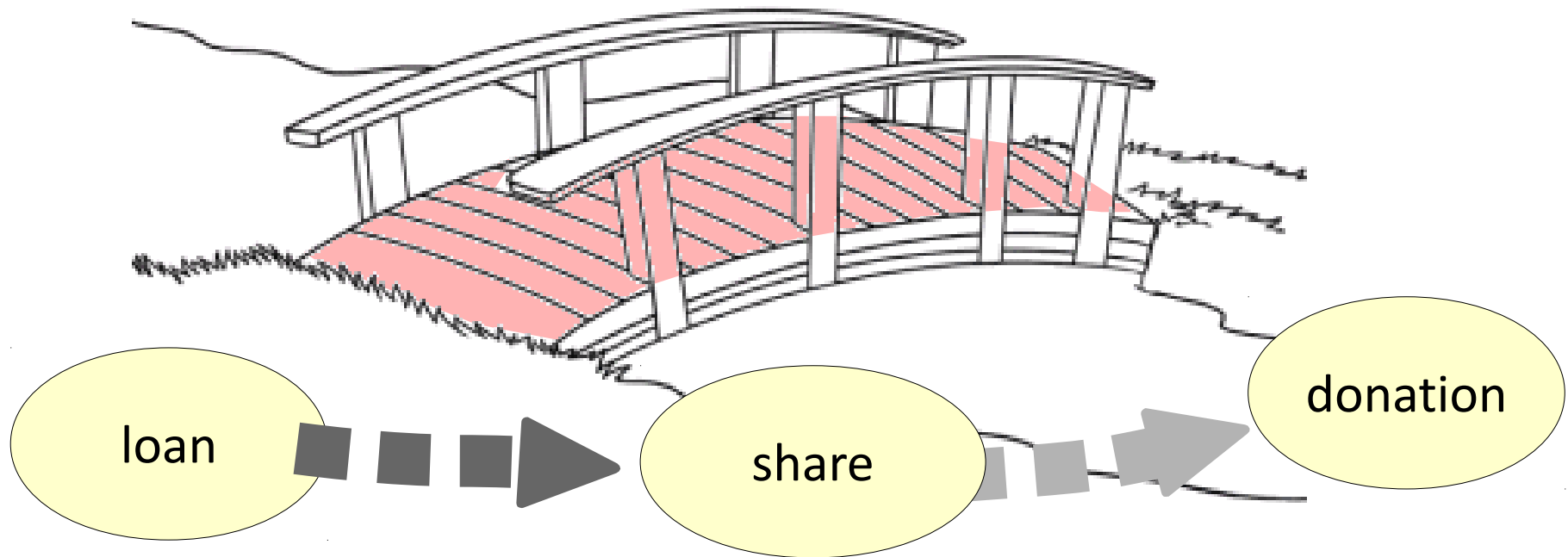
# Farm / investor relations



# Qualities of Capital

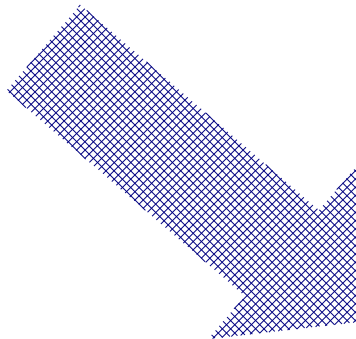
from ME

to YOU



# What is "Friendly" Capital?

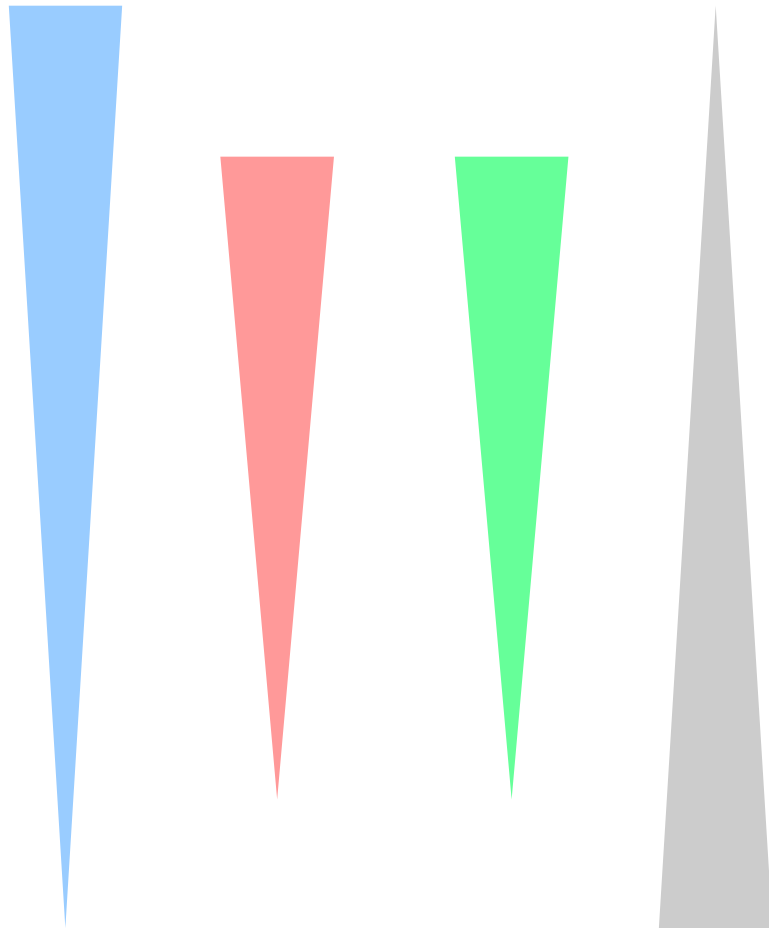
- long-term land security
- lease on affordable terms
- land owners locally connected
- very low financial return on investment
- based on non-material return on investment
  - > social
  - > environmental
  - > emotional



organic farming  
community connected farming  
land as a common

# Sources of capital

security for farmer    risk / cost for supporter    level of support    money available



Own money (equity capital)

Donations

Silent partnership

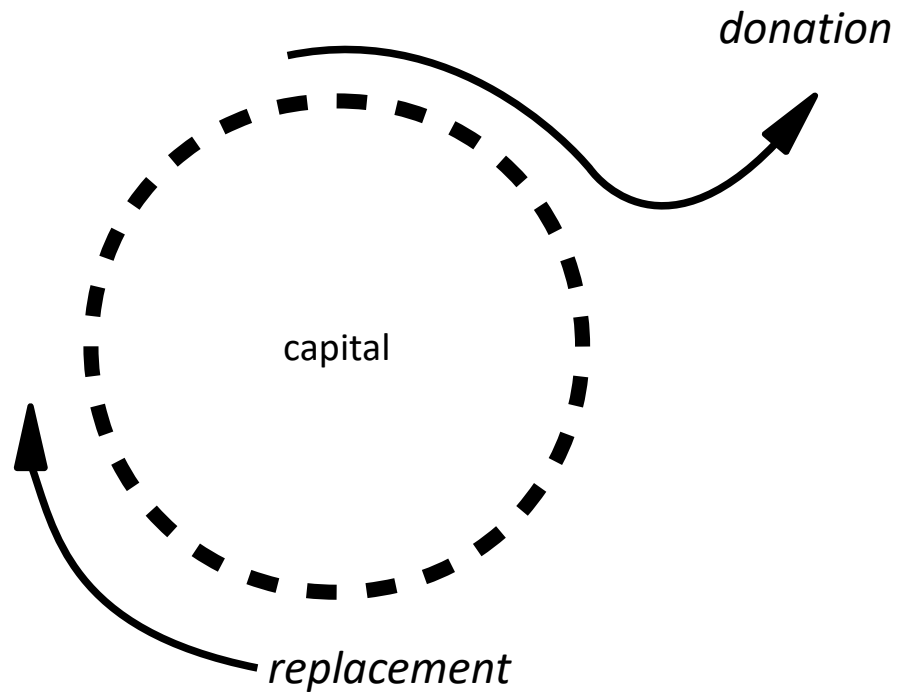
*mezzanine capital*

Shares

Private loan

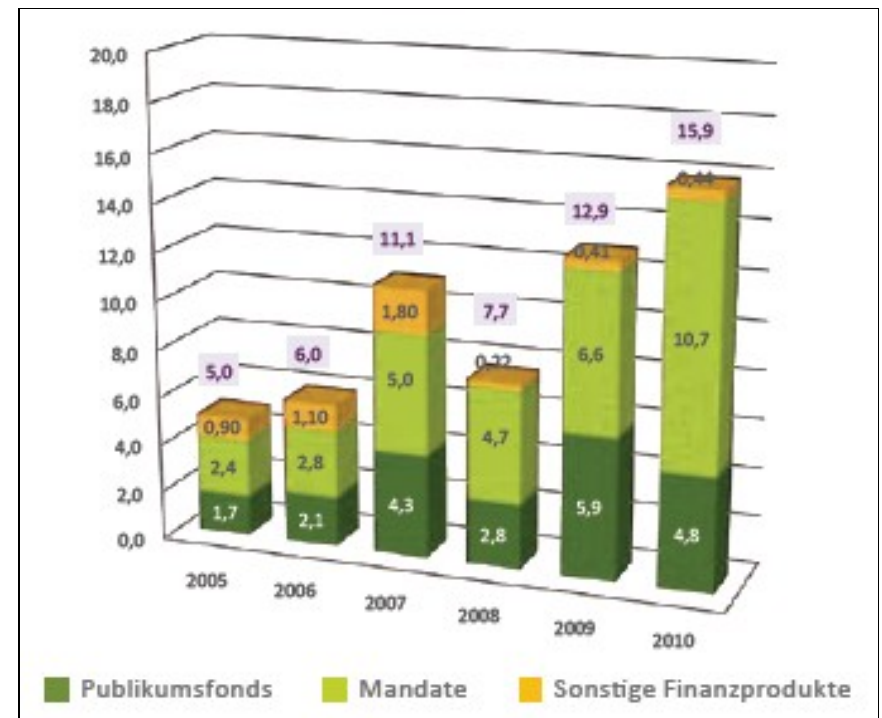
Bank loan

# Revolving share capital may lead to donations



# Examples for Citizen Investments

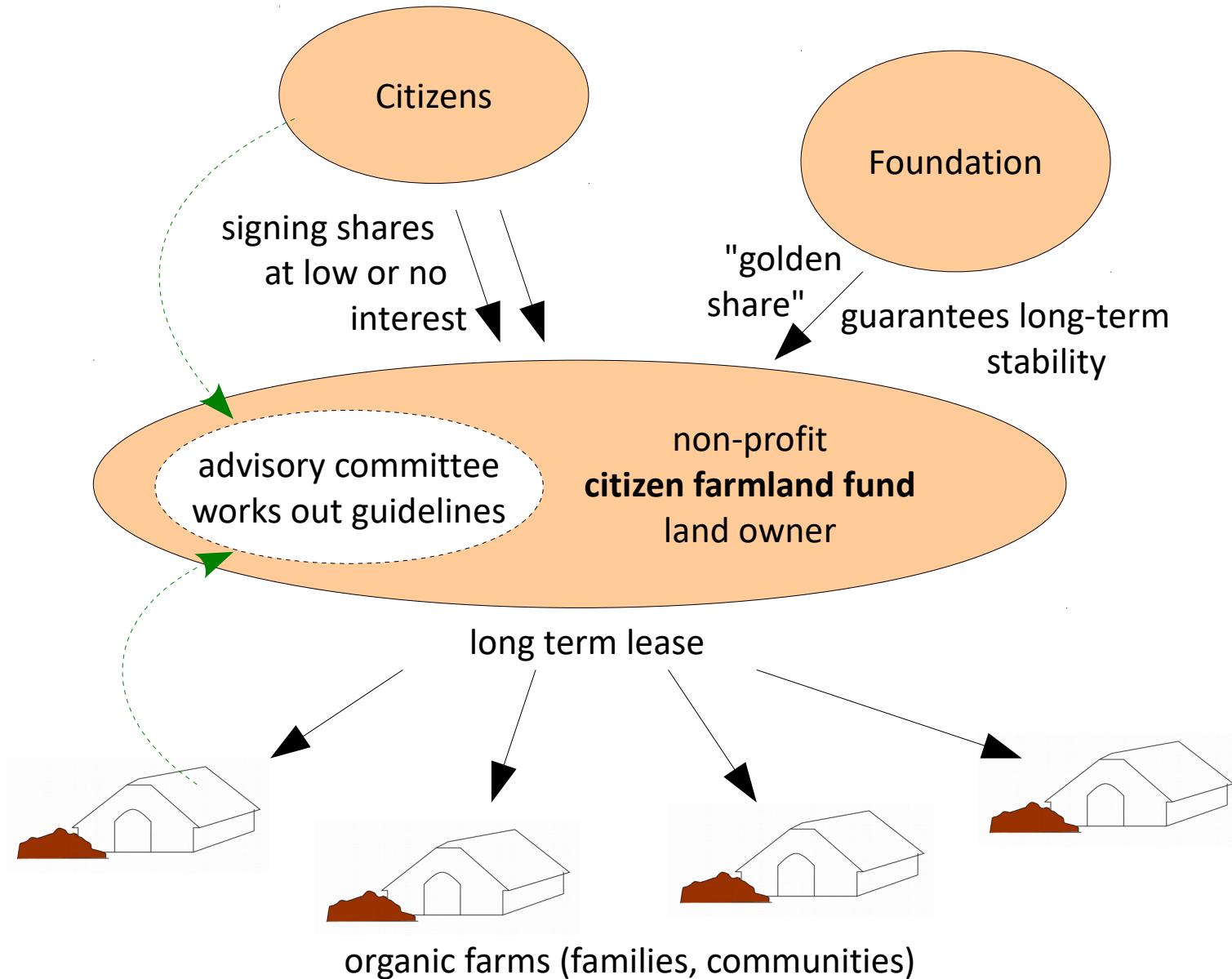
- **Renewable Energy Cooperatives**  
Germany 2012: 80.000 participants, 800 Mio.€ investment
- **"Crowd Funding", "Crowd Investing"**  
GER Jan-Jun 2012: 0,64 Mio.€ Funding, 1,4 Mio.€ Investing  
USA 2011: 128 Mio.\$ Investing
- **Community Farms,**  
Community Supported Agriculture



growth of „social and responsible investment“ in Germany 2005-2010



# Citizen Farmland Fund





Thank you!