

## Conference Overview & Speakers

This conference is an opportunity for area real estate agents and appraisers to learn about marketing tools to improve the sale of farmland. The purpose of the conference is to provide realtors with the background knowledge in agriculture, conservation and open space preservation to advise new landowner to the appropriate resources to help them make land management decision. In addition, the program will provide hands-on computer applications for GIS and soil mapping. Our lunch speaker for the day will discuss low impact development and the economic and environmental value of this development technique.

**In addition to Conference Speakers, additional information will be provided on:**

- Fence Laws
- Farm Rental Rates and Leases
- Household Water Testing
- Web Soil Survey/Soil Testing
- Septic System Cost-Share Program
- Small Farm Outreach Program

VIRGINIA  
**Beginning Farmer & Rancher**  
COALITION PROGRAM  
[www.vabeginningfarmer.org](http://www.vabeginningfarmer.org)

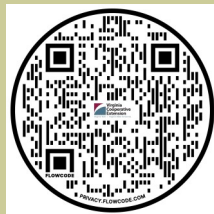


### Conference Registration Fees:

\$25 per Person

### Registration Fee Includes:

- Publications
    - Farm and Consumer Conservation Resource Guide – CSWCD & TJSWCD
    - Protecting Your Land with Conservation Easements
    - 2021 Land Conservation Update
    - Citizens Guide to Use Value Taxation Program in Virginia
    - TY2021 Use Value Assessment Estimates – for participants County.
    - Dirt and Gravel Road BMPs – Culpeper Soil and Water District
    - List of Federal and State Cost-Share Programs Available to Landowners
    - Welcome to the Woods! – Virginia Cooperative Extension, Virginia Tech
  - Program Proceeding with Presentations
  - Continental Breakfast and Lunch
  - Trade Show of Agri-Business Services
- To Register, scan QR code with phone camera and complete on-line registration.



**Virginia Cooperative Extension**  
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Virginia Cooperative Extension programs and employment are open to all, regardless of age, color, disability, gender, gender identity, gender expression, national origin, political affiliation, race, religion, sexual orientation, genetic information, veteran status, or any other basis prohibited by law. An equal opportunity affirmative action employer based in furtherance of Cooperative Extension work, Virginia Polytechnic Institute and State University, Virginia State University, and the U.S. Department of Agriculture cooperating. Edwin J. Jones, Director, Virginia Cooperative Extension, Virginia Tech, Blacksburg; M. Ray McKinnis, Administrator, 1890 Extension Program, Virginia State University, Petersburg.

**Virginia Cooperative Extension**  
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## Greater Piedmont Farmland Marketing Conference for Realtors

**October 14th, 2021**  
**PVCC Giuseppe Center**  
**222 S. Main Street**  
**Stanardsville, Virginia**



**Tools For Marketing and  
Preserving Farmland**

**Funding was sponsored by the Beginning Farmer  
and Rancher Development Program (BFRDP) of  
the USDA National Institute of Food and  
Agriculture (NIFA) Award #2020-49400-32326**



# Greater Piedmont Farmland Marketing Conference

- 8:30 AM Registration & Continental Breakfast with Exhibitors
- 9:30 AM Welcome and Introduction—Sarah Sharpe and Brad Jarvis
- 9:45 AM Land Conservation Easements and Tax Advantages  
Rex Linville and Peter Hujik—Piedmont Environmental Council  
Charles Rosson—VCE Extension Agent & Louisa County Farmer
- 10:45 AM Exhibitor Spotlight Break
- 11:00 AM Land Use Value Assessment and Local Land Use Taxation  
Patrick Kayser, VA State Land Evaluation Advisory Council  
Brian Daniel, Madison County Commission of Revenue
- 12:00 PM Lunch with “Over the Top Chef” with Lunch Speaker
- 1:00 PM Exhibitor Spotlight Break
- 1:15 PM Real Estate Value of Small Woodlots  
Adam Downing, VCE Forestry Agent
- 2:15 PM Exhibitor Spotlight Break
- 2:30 PM Federal, State and NGO Conservation Programs & Funding  
Amanda McCullen, Culpeper Soil and Water Conservation District  
Richard Jacobs, Culpeper Soil and Water Conservation District  
Ashleigh Cason, Natural Resource Conservation Service
- 3:30 PM Capstone Discussion & Evaluation
- 4:00 PM Adjourn

## Realtor Conference Registration

Name

Company

Address

City, State Zip Code

Phone Number

E-Mail

### Mail-In Registration

**Please return completed registration form with \$25 per person payment to:**

**Madison Extension Office  
P.O. Box 10  
Madison, VA 22727**

**Make checks payable to: Madison—VCE**

**Or On-Line Registration with Credit Card**

**<https://tinyurl.com/Farmland-Marketing>**

**Registration Deadline is October 11, 2021**

If you are a person with a disability and desire any assistive devices, services or other accommodations to participate in this program, please call Brad Jarvis at 540-948-6881.