



---

**BIPOC**

---

LAND  
OWNERSHIP  
INITIATIVE



# WHO WE ARE:

## FOODSHED CAPITAL CHANGING THE FACE OF FARM FINANCE

Founded in 2018, Foodshed Capital's mission is to build a more equitable and regenerative local food economy through **mission-driven lending** and **customized business support**.

We exist to create financial opportunity for regenerative food producers who have faced barriers to traditional capital. With a **focus on BIPOC- and female-led operations**, we're supporting the financial needs of underserved food producers and purveyors and building genuine equity into regional foodsheds.

Foodshed Capital is a **501(c)(3) nonprofit** public charity and certified **Community Development Financial Institution** (CDFI).



# OUR IMPACT TO DATE:



*\$1,465,414*  
TOTAL CAPITAL DEPLOYED

*83+* TOTAL  
LOANS MADE

*83%* OF LOANS TO  
BIPOC OPERATIONS  
IN 2022

*552* TOTAL HOURS  
OF BUSINESS  
SUPPORT

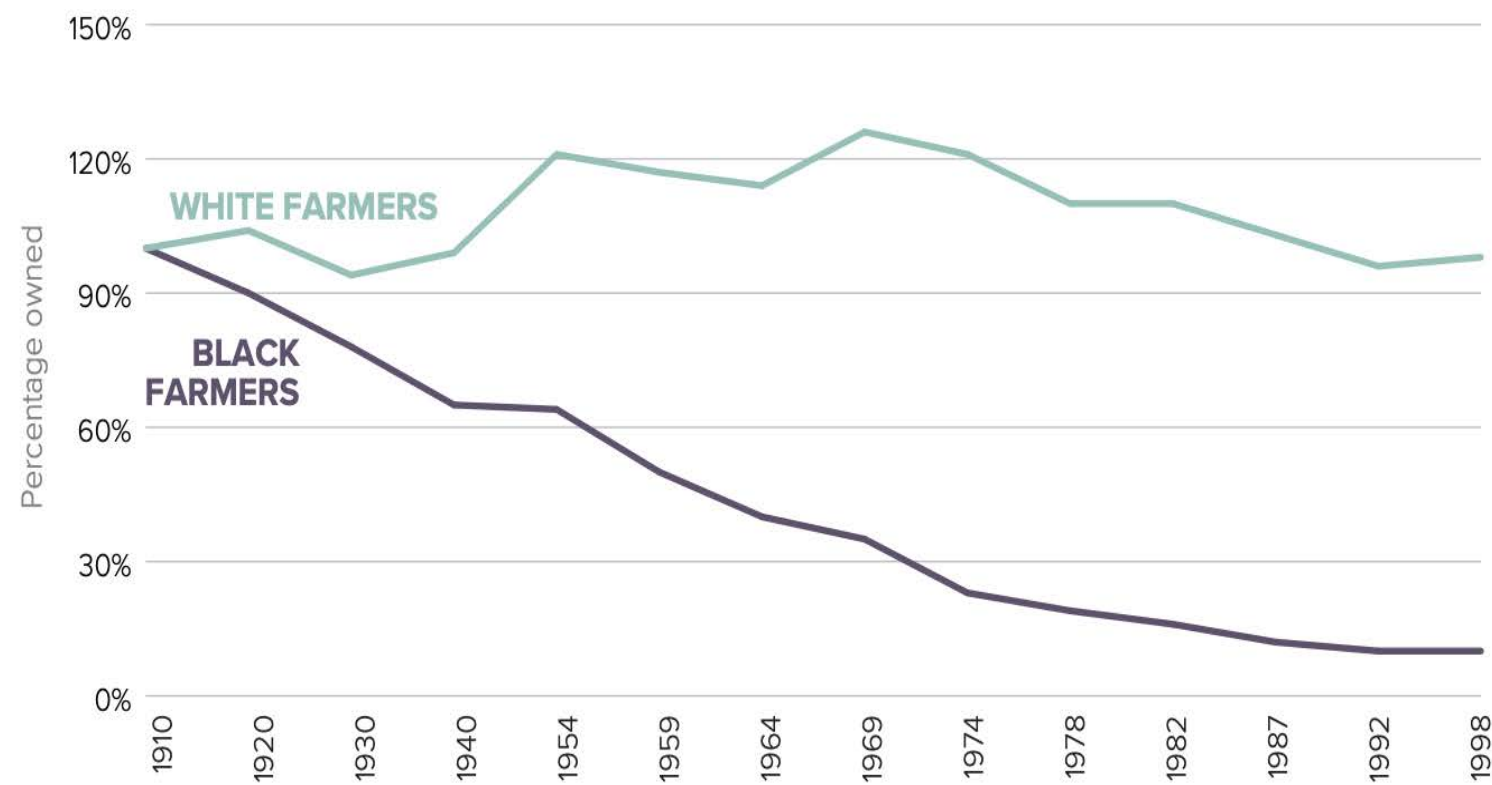
*368* TOTAL  
FOOD + FARM  
JOBS SUPPORTED



# THE PROBLEM:

PEOPLE OF COLOR NOW OWN LESS THAN 1% OF PRIVATE RURAL LAND IN THE US.

Figure 5: **APPROXIMATE OWNERSHIP OF FARMLAND RELATIVE TO 1910, BY RACE**



Source: The New Food Economy, "USDA Distorted Data to Conceal Decades of Discrimination against Black Farmers," June 2019

- Since 1910, over 98% of Black farmers have been dispossessed through discriminatory practices by USDA and various federal farm programs.
- Black farmers have been denied credit and technical support, had limited access to legal support and training programs, and have been subject to outright acts of violence and intimidation.
- This has significantly limited the ability of farmers of color to generate wealth, feed their communities, and develop thriving local economies.
- Present-day funding is disproportionately targeted to large-scale, conventional farm operations, with fewer resources for the small-scale, regenerative practices used by most BIPOC producers



# THE COST OF LAND LOSS:

## BLACK LAND LOSS ALONE AMOUNTS TO OVER \$326 BILLION.<sup>1</sup>

- This number only accounts for Black land loss between 1920 and 1997.
- This amount does not include additional wealth that could have been generated by asset ownership over many generations.
- Losses have continued over the last 25 years due to:
  - Ongoing discrimination
  - Lack of legal support with heirs properties
  - Disproportionate income levels for BIPOC producers
  - Legal pushback on federal loan forgiveness



## INDIGENOUS NATIONS ACROSS THE US HAVE LOST 98.9% OF THEIR HISTORICAL LAND BASE.<sup>2</sup>

- Tribes were forcibly relocated to lands considered less valuable for agricultural production. Those lands experience more heat and less precipitation, making them considerably more vulnerable to the impacts of climate change.
- The ongoing economic challenges tribes face as a result of forced migration make this very much a present-day issue.

1. [Frances, Dania V., et al. \(2022\).](#)

2. [Farrell, Justin, et al. \(2021\).](#)



# LAND OWNERSHIP = LAND SECURITY

THE NUMBER ONE BARRIER FARMERS FACE IS ACCESS TO LAND.



- Accessing land is consistently more challenging for BIPOC farmers.
- **Land access is not the same as land security.**
- Even clear leases and legally binding contracts do not always prevent a landowner from removing access unexpectedly.
- Lack of land ownership limits:
  - Ability to make long-term plans
  - Ability to develop permanent infrastructure
  - Ability to consistently feed communities
  - Ability to develop generational wealth

Source: "Building A Future With Farmers 2022" report produced by the National Young Farmers Coalition.



# OUR SOLUTION:

## “LOAN-NOT-DEBT” FINANCING: AN INNOVATIVE, GENUINELY NON-EXTRACTIVE FINANCIAL TOOL:

- 30-year, open-ended, renewable balloon “loan” that is *not* debt
- **No interest, no payments**
- Loan only comes due if the property is sold
- If property is sold at an appreciated value, owners keep the difference, allowing them to build equity
- Loan structure is ideally combined with agricultural easement to guarantee land protection

**This model ensures land reparations and redistribution while steering clear of outright gifting, which avoids tax issues for both giver and receiver.**



# CATALYTIC PROJECTS:

## 1. DODO FARMS – MARYLAND

This thriving Black- and immigrant-owned vegetable operation is currently operating on leased land in Maryland. With an established market and customer base in the DC area, they need to own land to expand production and establish permanent infrastructure. They hope to one day create BIPOC farmer training program and incubator. Their home is currently listed for sale and they'll be ready to make moves as soon as they identify the right property.

## 2. TRIANGLE LAND CONSERVANCY - NC

Through their Good Ground Initiative, TLC has placed 50 acres under easement and is dedicated to ensuring the land is owned by an experienced BIPOC farmer. Once they launch their seed project on this land, they will create a replicable model and report their learnings with land trusts around the country. The current caretaker is stepping down at the end of 2022, so there is urgency to fund this project as soon as possible.

- + New farmers and partners are emerging all the time, including operations led by Indigenous and Latinx people of color.





# FUNDING NEEDED:

## PHASE 1: LAUNCH

GOAL: **\$1,500,000**

TIMELINE: **ASAP**

- Finances both MD and NC land projects
- Develops proof of concept
- Supports programming costs from BIPOC-led TA partners
- Supports land matching and legal support

## PHASE 2: BUILD MOMENTUM

GOAL: **\$15,000,000**

TIMELINE: **THROUGH DEC 2025**

- Finances approximately 36 land projects – roughly one per month
- Supports compensation for project and advisory partners
- Supports competitive salaries as we diversify our leadership

## PHASE 3: ON THE PATH TO REPARATIONS

GOAL: **\$100,000,000**

TIMELINE: **2026 – 2030**

- Finances 100 or more projects over 7-8 years
- Supports staff expansion to increase existing lending and technical support
- Supports expanded partner network and geographic footprint
- Enables replication with other interested parties



# WHY SO AMBITIOUS?

**\$100 million is still *less than 1%* of the \$326 billion cost of harm.**

- Funding raised in support of this project goes directly to finance land for BIPOC farmers.
- Currently there is NO other financial model in existence that addresses farmland ownership without repeating the same extractive lending practices that have brought harm to BIPOC communities throughout history.

# PARTNERSHIP IS ESSENTIAL:

HOW



- We have joined forces with an impressive array of BIPOC-led and BIPOC-focused organizations working to facilitate success for BIPOC farmers.
- Through their technical assistance and training programs, we'll collectively identify exceptional candidates for loan-not-debt financing.
- A BIPOC-led Advisory Council will center the knowledge and insights of BIPOC leaders in decision-making and approve nominated farmers.
- Project partners provide ongoing support for farmers once they own land, like legal support, assistance implementing regenerative practices or renewable energy, help creating long-term estate plans, etc.

**PARTNERS:** Africulture (Michael Carter, Jr.), Black Family Land Trust, Croatan Institute, Dreaming Out Loud, Future Harvest, Happily Natural Day (Duron Chavis), RAFI-USA, Rural Beacon Initiative (William Barber III), Triangle Land Conservancy.



# PHILANTHROPY MAKES IT POSSIBLE:



- Donors make a tax-deductible gift to Foodshed Capital, a non-profit, to then purchase the farmland for the for-profit farmer.
- Impact investing is very valuable for our primary loan fund, but is not the right approach for farmland reclamation. Investment implies a return on *and* an eventual return of capital.
- **Philanthropy** is the only way to genuinely redistribute wealth to exploited populations and enable wealth generation.
- There has been considerable talk about reparations, land reclamation, and "land back" initiatives, but not much action because there has not been a clear solution.
- We believe our "loan-not-debt" financing is the best way forward.

# YOU CAN MAKE LAND OWNERSHIP A REALITY FOR MORE FARMERS OF COLOR.

**Foodshed Capital invites your philanthropic support** to help us launch the first phase of the BIPOC Land Ownership Initiative. Funding this phase will fund our first two seed projects, and is critical to **creating a replicable model that expands our impact from the individual farm to constellations of regional farms** partnering together.

To discuss large gifts, please contact:

MICHAEL REILLY, EXECUTIVE DIRECTOR

[michael@foodcap.org](mailto:michael@foodcap.org)

(434)409-0053

