



Bringing Farmers to the Table

*American Farmland Trust
Growing New York Farms Conference
Saratoga Springs, New York
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*The heirs of
Barnabas Doyle:
celebrating 270
years on the land
in Fannett Twp.,
Franklin County,
Pennsylvania.
1737-2007*



***Celebrating Two Centuries on the Land:
Peter & John Frantz Farms
Frantz Road, Frantz Hill,
Penn Township,
Lycoming County, PA
1805-2005***



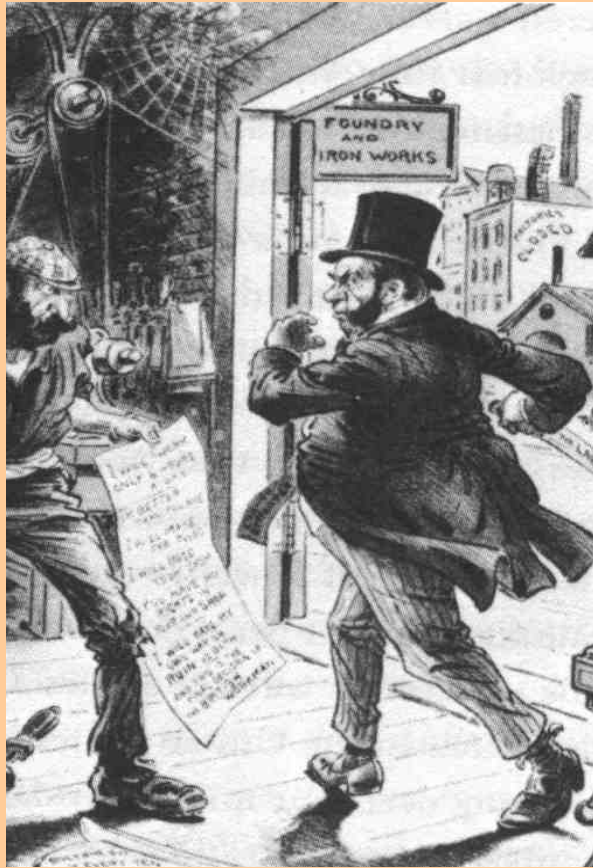
***It's one
thing
that I
can
excel
at...***

THE CHALLENGE



**Integrating the
farm community
into the planning
process in a
meaningful way**

CONFLICT IS NATURAL



But

- It should not be about “*winning*” or “*losing*.”
- It’s never about “*right*” or “*wrong*.”
- It *is* an acknowledgement & appreciation of *differences*.

ANATOMY OF CONFLICT

1. Genesis:

- a) At least *two people* interacting;
- b) A *perception* (at least) of incompatible differences;
- c) A *threat* to their respective resources, needs or values.

2. Point of Conflict: (a.k.a the *Mediation Moment*)

Nos. 2 and 3 above:

3. Decision:

Escalate? (i.e. *fight* - politically, legally, illegally); *OR*

De-Escalate? (i.e. *mediate, negotiate, collaborate*)

2 Models

Position Based

- Parties focused on compromise;
- Will accept less than ideal;
- *(because)* It's better than nothing at all.

Interest Based

- Premised on the real needs of the parties;
- Premised on *voluntary* compliance;
- Parties focus on resolution of issues that *profit* all sides.

Position Based

- Premised on power;
- Enforced by threat of action;
- Parties are cognizant of the other's power and position;
- Parties understand the implications of the other's power and position.

Interest Based

- **Parties focus on their specific interests;**
- **Seek resolutions that satisfy those interests;**
- **Seek resolutions that result in mutual gains;**
- **Seek resolutions that minimize need for compromise.**

Interest Based

Attempts to neutralize power by:

- Focusing on the needs of those with “power;”
- Emphasizing collaboration;
- Delivering the *optimal* solution versus the *bearable* solution.

The Process (STEP 1)

- ID the issues;
- ID the positions;
 - Where do the parties stand / What do they want?
- ID the interests;
 - What is at stake / What are the goals, objectives of the parties?
- ID the needs.

The Process (STEP 2)

- ID potential options, potential solutions;
- ID the positions;
 - Where do the parties stand / What do they want?
- ID the interests;
 - What is at stake / What are the goals, objectives of the parties?
- ID the needs.

Compromise vs. Consensus

- **Compromise focuses on minimizing loss;**
- **Compromise sacrifices the ideal solution for the expedient solution;**
- **Compromise assumes interests cannot be reconciled;**



Compromise vs. Consensus



- Consensus engages parties;
- Consensus assumes interests can be reconciled;
- Consensus sees the ideal solution as attainable

ISSUES



- **Political -**
 - **Demographics;**
 - **Pro Development Bias;**
 - **Property Taxes;**

THE BUFFALO NEWS

City&Region

Front Page > City&Region > Niagara Weekend

LETTERS

10/8/2006

Agriculture Only plan usurps our freedom

I oppose the adoption of the Strategic Plan for an Agriculture Only District, which includes our properties on Lockport Road and Lutts Road in the Town of Porter.

The Comprehensive Plan for the Town of Porter, adopted December 2004, sets forth the goals and objectives and is the basis upon which zoning and other use regulations in the town must be based.

Section 2.1 (Page 7) of the town's Comprehensive Plan provides for residential development; primarily single-family residential uses mixed with existing agricultural uses.

The Strategic Plan speaks of reducing development potential by requiring one house per two acres of land. This proposed zoning amendment is not in compliance with the above comprehensive goals and is a veiled attempt to amend the Comprehensive Plan to eliminate residential use in agricultural/residential districts.

Such proposed limitations may constitute a public taking by eliminating my right to sell my land for single-family use and require the payment by the town to landowners such as myself for the loss of potential revenue.

In the 85 years I have lived here, I have never seen such an attempt to usurp another person's freedom of choice by such a few people.

G. Cleland Truesdale

Youngstown

ISSUES

- Political -
 - Property Rights;
 - Distrust;
 - Miscommunication.

THE BUFFALO NEWS 10/8/06

ISSUES



- **Economic –**
 - **Sector Viability;**
 - **Low Land Values.**

ZONING

- Crude but can be relatively effective in protecting agricultural lands.

BUT

- Does not reflect the reality of agriculture today;
- May protect land, but not agriculture;
- In some communities it's anti-agriculture

ZONING

***“...to permit the continuation of farming...”
and the “...quiet enjoyment of the
residences...”***

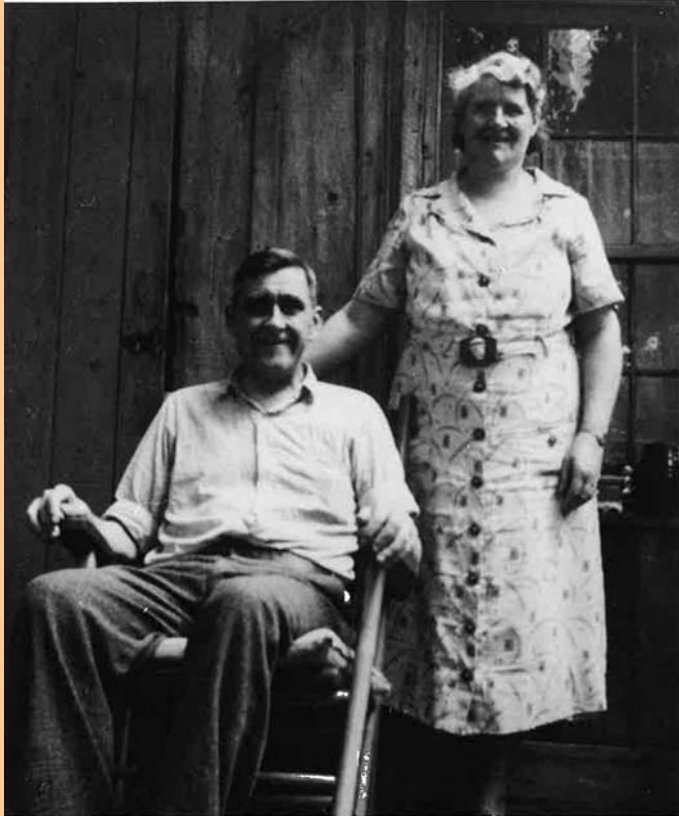


ZONING PREMISES

- Residential development & agriculture are inherently incompatible land uses;
- Economic viability critical.
- Agricultural commerce permitted;
- Integrate “Right to farm” language.



Integration



Neutral Ground

Integration



**Listening,
Educating
& being
Educated**

Adapting Policy



**Agricultural
Areas Zoning**

**Agriculture
as Primary
Use**

Adapting Policy



**Agricultural
Areas Zoning**

**Agricultural
Commerce**

Adapting Policy



**Agricultural
Areas Zoning**

**Home
Businesses**

Adapting Policy



**Agricultural
Areas Zoning**

**Home/
Cottage
Industry**

Adapting Policy



**Agricultural
Areas Zoning**

**Accessory
Uses**

**Junk piles
Borrow pits
Wind energy**



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