



## **Job Description – Farmland Protection Project Manager**

### **Summary:**

A Farmland Protection Project Manager develops and oversees projects designed to protect farmland with agricultural conservation easements, and is engaged in a wide range of activities that include: negotiating donations of conservation easements, purchasing conservation easements, and purchasing farm properties (that MFT will protect and then re-sell to farmers). Project managers are also involved in prospecting for and generating new land protection projects. The primary geographic area of focus for this work will be established, and will include other areas of the state at the request of the Farmland Protection Program Assistant Director. This position is based out of either the MFT's Portland of Belfast office, with occasional travel to MFT's other offices as required, travel to project sites as necessary, and possibility for remote work.

**Reports to:** Farmland Protection Program Assistant Director

### **Duties:**

- **Prospecting.** Identify and cultivate possible farmland protection projects, by pro-actively seeking leads (from other farmers, MFT members, community leaders, local land trusts, agriculture service providers, etc.) and through GIS mapping.
- **Responding to inquiries.** Talk to landowners who contact MFT about possible lands projects, advising and guiding them appropriately.
- **Project Development.** Develop possible projects by following-up with landowners, reaching out to other key players, vetting ideas with your program director and lands staff colleagues, and bringing projects to MFT's Lands Committee and the Board for consideration.
- **Project Management.**
  - Manage all facets of several land projects (either alone or in partnership with another member of lands staff, or in partnership with staff of partner land trusts and funding entities when applicable). Projects will include: a) donated easements; b) purchased easements; and c) Buy/Protect/Sell (BPS) projects, and will require coordination with MFT staff in other Departments. Negotiating easements principally involves interacting with landowners, MFT's legal staff, and potentially another land trust and/or state and federal agencies. BPS projects will involve greater due-diligence, given the financial risks, and coordination with MFT's BPS team.
  - Oversee and/ or conduct all aspects of MFT's organizational and project specific due diligence, including environmental assessment, title work, contract and easement negotiation, compilation of baseline data, etc.
- **Grant Programs.** At the request of the Farmland Protection Program Director, participate in review of applications to MFT's Farmland Protection Grants programs designed to support farmland projects undertaken by local land trusts.

