

# Farm Access and Transfer: Stages & Methods



Accessing and transferring farms can be seen as a three-stage process. Each stage involves several steps, methods and choices for farm seekers and farm owners. This graphic helps both "sides" as well as service providers locate themselves in—and move through—the process.

Farm Seekers		Farm Owners	
New & Beginning Farmers	Established Farmers	Transitioning Farmers	Non-Farmers
1. PREPARE			
<ol style="list-style-type: none"> <li>1. Learn about Tenure Options</li> <li>2. Do Needs Assessment</li> <li>3. Establish Goals</li> <li>4. Determine Financial Readiness</li> <li>5. Research Financing</li> <li>6. Develop Search Plan</li> </ol>	<ol style="list-style-type: none"> <li>1. Clarify Search</li> <li>2. Research Financing</li> <li>3. Develop Search Plan</li> </ol>	<ol style="list-style-type: none"> <li>1. Complete Succession/Transfer Plan</li> <li>2. Prepare Offer Statement</li> <li>3. Develop Recruitment Plan (If Needed)</li> </ol>	<ol style="list-style-type: none"> <li>1. Complete Visioning/Clarify Goals</li> <li>2. Assess Property</li> <li>3. Develop Offer Statement</li> <li>4. Develop Search Plan</li> </ol>
2. FIND			
<b>Search for Property</b> <ul style="list-style-type: none"> <li>▶ Mixers/Events</li> <li>▶ Realtor</li> <li>▶ Online</li> <li>▶ Linking Service</li> <li>▶ Word of mouth</li> <li>▶ Networks</li> </ul> <b>Assess/Evaluate</b>	<b>Search for Property</b> <ul style="list-style-type: none"> <li>▶ Mixers/Events</li> <li>▶ Realtor</li> <li>▶ Online</li> <li>▶ Linking Service</li> <li>▶ Word of mouth</li> <li>▶ Networks</li> </ul> <b>Assess/Evaluate</b>	<b>Recruit a Successor</b> <ul style="list-style-type: none"> <li>▶ Mixers/Events</li> <li>▶ Linking Service</li> <li>▶ Word of mouth</li> <li>▶ Networks</li> </ul> <b>Find a Tenant</b> <ul style="list-style-type: none"> <li>▶ Same as above</li> </ul> <b>Market a Sale</b> <ul style="list-style-type: none"> <li>▶ Same as above</li> <li>▶ Realtor</li> <li>▶ Online/Publications</li> </ul>	<b>Search for Tenant or Buyer</b> <ul style="list-style-type: none"> <li>▶ Mixers/Events</li> <li>▶ Realtor</li> <li>▶ Linking Service</li> <li>▶ Word of mouth</li> <li>▶ Networks</li> <li>▶ Online/Publications</li> </ul>
3. TRANSACT			
<b>Negotiate</b> <ul style="list-style-type: none"> <li>▶ Purchase (incl. financing)</li> <li>▶ Lease</li> <li>▶ Employment</li> <li>▶ Work-in succession</li> </ul>	<b>Negotiate</b> <ul style="list-style-type: none"> <li>▶ Purchase (incl. financing)</li> <li>▶ Lease</li> <li>▶ Employment</li> <li>▶ Work-in succession</li> </ul>	<b>Select Successor/Transferee</b> <b>Transfer Assets and Management over time</b> <b>Negotiate Asset Sale</b> <b>Negotiate Asset Lease</b>	<b>Negotiate</b> <ul style="list-style-type: none"> <li>▶ Sale</li> <li>▶ Lease/Lease-to-Own</li> <li>▶ Employment (Manager)</li> </ul>