

Listing, Linking and Matching

What do farm link programs do? This chart sorts various functions and services that farm link programs mention. Most programs will at minimum offer listing and linking. Many offer a few or many of the other services.



Listing

A managed list of available farm properties; may also list seekers.

- ▶ Landowner application to post property
- ▶ Seeker application to post desires
- ▶ Online property posting
- ▶ May be searchable by criteria (e.g., geography, scale, tenure, type of farm)
- ▶ Property notification process; not sorted or screened
- ▶ Updating/removal mechanisms
- ▶ Confidentiality mechanisms

Linking

Pre-sorted or screened notification based on compatibility criteria.

- ▶ Managed list(s); see Listing
- ▶ Screened and categorized/coded owner and seeker applications
- ▶ Contact information provided based on selected criteria
- ▶ May include property assessments
- ▶ May include seeker evaluation

Matching

A facilitated specific transaction between a seeker and an owner.

- ▶ Based on listing and linking functions
- ▶ Facilitated meetings
- ▶ Purchase/sale transaction support
- ▶ Lease preparation/negotiation
- ▶ Advisor team building & referral

RELATED SERVICES

Services that build seeker and/or owner competencies to engage in farm acquisition or transfer.

- ▶ Tenure education; options information
- ▶ Acquisition planning, financial/strategic
- ▶ Financing
- ▶ Search plan; property assessment
- ▶ Succession/transfer planning assistance
- ▶ Landowner education, information
- ▶ Lease education
- ▶ Easements/other tools
- ▶ Successor recruitment
- ▶ Mixers

SUPPORTING SERVICES

Services not directly related to farm acquisition or transfer.

- ▶ New farmer training
- ▶ Business/viability skills/planning; financial management
- ▶ Employment
- ▶ Mentoring/apprenticeships
- ▶ Production systems/practices
- ▶ Land use planning/conservation/preservation
- ▶ Other referral (advisors, equipment, etc.)
- ▶ Advocacy/policy
- ▶ Public education; food system awareness
- ▶ Legal support