



New England Farm Link Program Guide

This guide explains our region's farm link programs to help you choose a program to best match your needs.

What is a "farm link" program?

Farm link programs seek to connect farm seekers and farmland owners interested in putting or keeping land in active farming. Each program has a method to post properties, but they do much more!

Farm link programs can help you!

These programs serve beginning and established farmers of all kinds, farming and non-farming landowners, and transitioning (retiring) farmers. Programs work with public, institutional and organizational landowners such as towns, conservation groups and schools.

Be prepared.

The more information you have as a seeker or landowner before you make contact, the better chances for a successful transaction. Many farm link services help get seekers and landowners ready to connect. Other services support you along the way toward crafting sustainable and rewarding arrangements.

The New England Farm Link Collaborative is a network of New England-based programs working together to help farm seekers and landowners. While each program has its own unique set of services, programs in the Collaborative might work together on sharing postings of available properties to a wide audience, delivering educational programming, and raising awareness of issues affecting the working landscape of New England .

New England Farm Link Program Guide



New England
Farmland Finder

Connecticut
Farmlink

Maine
Farmlink

Vermont
Land Link

Land For
Good

	New England Farmland Finder	Connecticut Farmlink	Maine Farmlink	Vermont Land Link	Land For Good
Postings	Property Posting	✓	✓	✓	✓
	Seeker Lists (not online)		✓	✓	✓
	Seeker Postings (viewable online)		✓	✓	
	New Property Alert (to all seekers)	✓			✓
	Cross-Posting (at least one other program)	✓		✓	✓
Linking & Matching	Pre-Screened Seeker Alert (to selected seekers)		✓		
	Pre-Screened Property Alert (to selected landowners)			✓	
	Facilitated Meetings (between landowners and seekers)		✓	✓	
	Farmer Recruitment (for non-farming landowners)			✓	✓
	Facilitated Transfer (from retiring farmer)			✓	✓
Wrap-around Services	Technical Assistance For Seekers		✓	✓	
	▶ Referral		✓	✓	✓
	▶ Property Assessment		✓		✓
	▶ Other (e.g., Succession Planning Assistance)		✓	✓	✓
	Technical Assistance For Landowners		✓	✓	
	▶ Referral		✓	✓	✓
	▶ Property Assessment		✓		✓
	▶ Other		✓		✓
	Educational Events				
	▶ Landowners				✓
	▶ Seekers				✓
	▶ Landowner-Seeker Mixers			✓	✓
	▶ Exiting Farmers (e.g., Succession Planning)			✓	✓
	Lease Development or Sale Facilitation		✓	✓	✓
	Conservation Easement Facilitation		✓	✓	
	Educational Materials & Resources	✓	✓	✓	✓
	Assistance With Federal & State Ag. Programs		✓		

See next page for a description of each service ▶

Property Postings

What kinds of postings and notifications does the program provide?

Property Posting

An online display of a specific property posted by a land holder, representative or program staff person.

Seeker List (not online)

This is a list of seekers maintained by a program staff person. It's not online.

Seeker Posting (online)

This is an online display of farm seekers posted by the seeker or a program staff person.

New Property Alert (unscreened, to all seekers)

An email alert about every new property is sent to all seekers registered in the program. The alert may be automated or sent manually by program staff.

Cross-posting

Property and/or seeker information is shared with at least one other program in the Collaborative. This means the property or seekers appears in at least two programs. Prior permission to cross-post may be a requirement.

Linking & Matching

Does the service help sort, screen, or pair parties?

Pre-screened Seeker Alert (to selected seekers)

Selected seekers receive an alert about certain properties based on screening criteria. Seekers only get an alert about properties that match what they are looking for.

Pre-screened Property Alert (to selected landowners)

Selected landowners receive an alert about seekers based on screening criteria. Landowners only get an alert on seekers that appear to be a potential match for their property.

Facilitated Meetings (LO-seeker)

Program staff facilitate one or more meetings between parties based on selection criteria. The goal is to enable a successful transaction.

Farmer Recruitment

Program staff conduct a formal process on behalf of the landowner to recruit and place a tenant.

Facilitated Transfer (from retiring farmer)

Program staff help a retiring farmer or farm family transfer the farm property and/or business to another operator.

Wrap-around Services

What other kinds of related support do these programs provide?

Technical Assistance to Seekers

- ▶ **Referrals:** Staff refers seekers and landowners to other organizations, agencies, websites and materials.
- ▶ **Property assessments:** Staff conducts on-site property assessments on a property under consideration by a seeker.
- ▶ **Other:** These services may include financial planning related to land access, ongoing "coaching", and/or land search planning.

Technical Assistance to Landowners

- ▶ **Referrals:** Staff refers landowners to other organizations, agencies, websites and materials.
- ▶ **Property Assessments:** Staff conducts on-site property assessments. This may include maps and/or reports.
- ▶ **Succession Planning Assistance:** A range of assistance, such as facilitation or coordination of the succession planning process; ongoing coaching; financial, legal or conservation support; and more, depending on available expertise.

Educational Events

- ▶ **Landowners:** Educational workshops and presentations targeted to landowners.

- ▶ **Seekers:** Educational workshops and presentations targeted to seekers.
- ▶ **Seeker-Landowner Mixers:** Educational and social events designed to introduce seekers and landowners to one another.
- ▶ **Exiting Farmers:** Educational workshop and presentations on succession and transfer.

Lease Development

Staff assist in crafting or reviewing a lease between specific parties, prior to or in conjunction with the party's attorney.

Sale Facilitation

Staff assist in crafting or reviewing terms of sale between specific parties.

Conservation Easement Facilitation

Staff helps landowner or seeker investigate or secure an easement. Staff may liaise with agencies and land trusts.

Educational Materials & Resources

Program produces online and print guides, fact sheets, templates, resource lists and other learning tools.

Assistance with Federal & State Ag. Programs

Staff offers assistance with farm/property-related USDA and State Department of Agriculture programs.

To access New England Farm Link Collaborative programs and services, visit newenglandfarmlandfinder.org/neflc