

California Farm Link is an essential partner and consultant on farm lease development and matching farmers with the lands the Conservancy has acquired.

- Alan Ehrgott, Executive Director,
American River Conservancy



When his family's 1,000-acre ranch, owned by multiple relatives, came under threat of sale for development, FarmLink helped Ricky Gutierrez save the ranch and get back to production.

I am a rancher in El Dorado County, California. I raise meat goats and cattle with my brother David on our ranch, which we purchased in November 2007. The ranch has been in our family for four generations. Had it not been for the help we received through California FarmLink, we would not be ranching today.

FarmLink referred us to the American River Conservancy and a consultant who helped develop a business plan for our ranching enterprise. They provided guidance in our search for financing to purchase the ranch and found an attorney willing to work at a reduced rate, who was instrumental in making the easement happen.

Thanks to FarmLink's referrals and technical assistance, we were able to keep the ranch through a loan guaranteed by the Farm Service Agency and by selling a conservation easement to the American River Conservancy.

- Ricky Gutierrez, Rancher

Contact FarmLink

831.425.0303

Central Coast

Mika Maekawa
Extension 7022
mika@cafarmlink.org

North Coast

Frederick Smith
Extension 7018
fred@cafarmlink.org

Central Valley

Liya Schwartzman
Extension 7017
liya@cafarmlink.org

California FarmLink

303 Potrero Street, Suite 29-201
Santa Cruz, CA 95060
info@cafarmlink.org



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www.cafarmlink.org

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*Services for Land Trusts,
Conservation Professionals,
Public Land Administrators,
and Farmers and Ranchers to
Preserve Working Landscapes
and Family Farms*

www.cafarmlink.org

About California FarmLink

California FarmLink works to strengthen independent family farms and build sustainable food systems by helping small- and mid-scale farmers lease and purchase land, access capital, and improve financial management skills. Since 1999 we have helped more than 1,500 farmers find and secure land.

A key initiative of the organization is to work with landholders to leave a productive agricultural legacy on protected farmlands.

FarmLink serves three major agricultural regions of California:

- Central Valley
- North Coast and Bay Area
- Central Coast



Access to Land

California FarmLink works with beginning and established farmers to:

- Find land
- Facilitate landowner and farmer negotiations and tenure agreements
- Guide farm successions and transfers

Access to Capital

California FarmLink's farmer-friendly loan program provides capital to small- and medium-scale farmers and ranchers.

- Operating and equipment/infrastructure loans
 - \$2,500 – \$650,000
 - flexible withdrawal and no early repayment penalties
- Farm mortgage loans up to \$650,000

Land Conservation with Farmers in Mind

California FarmLink brings together land trusts, nonprofit and public landholders, and farmers to facilitate conservation agreements and preserve working landscapes.

Contributing an important “farmer’s-eye-view,” we work with land trusts, farmers, and attorneys to facilitate the development of easement tools that ensure active farming and affordability of preserved farmland.

FarmLink’s farm mortgage program provides creatively structured loans and pathways for farmers to build equity and become farm owners. We help farmers and ranchers become conservation buyers for protected agricultural land, and collaborate with land trusts to facilitate the following types of transactions:

- Purchase of easement-encumbered properties
- Simultaneous easement transactions
- Fair market purchase with land trust commitment to subsequently buy easement



Services for Land Trusts

Linking Land Trusts with Farmers and Ranchers

- Assessments of land and business viability
- Land opportunity marketing to farmers and ranchers
- Recommendations of well-suited farmers seeking to lease or buy properties
- Development and negotiation of agricultural leases between farmers and land trusts

Professional Trainings and Project Development

- Long-term leasing to farmers, including lease models that help farmers build equity
- Easement and other tools for preserving agricultural use and affordability of land for purchase by farmers
- Land trust support of intergenerational farm succession planning

Services for Farmers, Ranchers, and Landowners

- Help with access to conserved land
- Farm succession planning support to keep agricultural lands in production
- Technical assistance for agricultural conservation easements in farm transfers
- Development and review of lease and purchase agreements
- Financial management planning
- Access to land and business loans through FarmLink and other lenders