

## WHAT IS MINNESOTA FARMLINK?

It's a free, online program that helps connect

... retiring farmers and new farmers

... buyers and sellers

... renters and landlords

... employers and employees



In accordance with the Americans with Disabilities Act, this information is available in alternative forms of communication upon request by calling 651-201-6000. TTY users can call the Minnesota Relay Service at 711. The MDA is an equal opportunity employer and provider.

## WHY PLANNING MATTERS!

### Ned & Darrin

Darrin (32) and Ned (67) started exploring farm transfer options because Darrin wanted to dairy farm and Ned wanted the dairy to continue even though his own children were not interested in taking over.

Darrin moved into a trailer house on the property. He started out working for a salary but also had the option to buy cows, buildings and, eventually, land. As time passed, their relationship progressed from employer/employee to more of a partnership. By the time Ned was ready to retire, Darrin was in a financial position to buy the rest of Ned's farm business.

Before and while working with Darrin, Ned consulted his accountant, lawyer, and other advisors to ensure he and his family would be protected into retirement. This planning paid off, and now Darrin is a new generation on the farm – just as Ned had hoped would happen.

### The Squabble Family

Ernest and Gertrude Squabble farmed their whole lives. Their daughter Sara was the only child interested in farming and gradually took over the operation as they aged. Sara repeatedly asked her parents about her place in the future of the farm business, but Ernest and Gertrude kept saying it was all taken care of in their will.

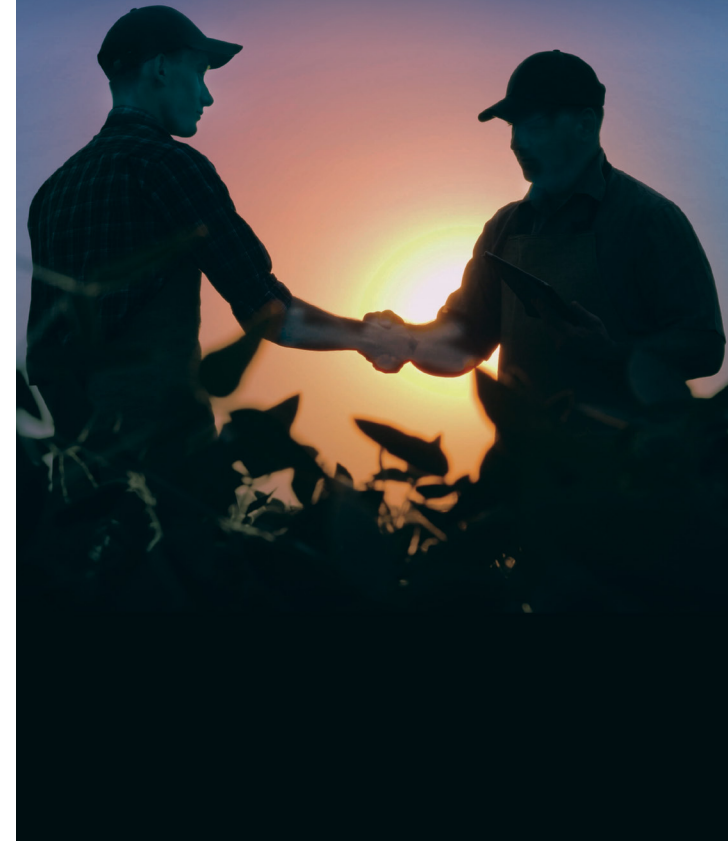
Ernest died first, and things went on as usual. But after Gertrude died and the will was read, Sara found out that the farm and all of its assets were to be divided equally between her and her two siblings.

Sara thought it was clear that she should get the farm. After all, she was the one who'd stayed home. Her two siblings had both moved away but now wanted their inheritance in cash – and as soon as possible. There was no way Sara could buy out her brother and sister. The farm was sold with many of the proceeds going toward taxes and legal fees. After the personal sacrifices and financial contributions Sara had made, she felt hurt and taken advantage of. She no longer farms and the family no longer speaks.

# MINNESOTA FARMLINK

[mnfarmlink.com](http://mnfarmlink.com)

A web-based service that connects prospective farmers with retiring farmers



**mn** DEPARTMENT OF  
AGRICULTURE

# MINNESOTA FARMLINK



## HOW DOES IT WORK?

Go to [mnfarmlink.com](http://mnfarmlink.com) where you can...

- Create an account
- View, add, edit, or delete listings
- Respond to opportunities you are interested in (at this point, your identity is kept private)
- Exchange contact information with the other person once you feel comfortable doing so



## REAL ESTATE LISTINGS

If you have or are looking for farms and farmland for rent or sale, post or check listings on [www.mnfarmlink.com](http://www.mnfarmlink.com)

## EMPLOYMENT

If you are looking for employment in farming or agriculture – or if you're looking to hire someone – try Minnesota FarmLink. Employers can post job opportunities and job seekers can post a resume or profile of their interests and skills.



## TRANSFER/SUCCESSION ADVISORY TEAMS

Several groups and organizations in Minnesota help farmers custom design advisory teams to help with farm business transition. Members might include a banker, accountant, tax professional, clergy person, ag mental health counselor, Extension educator, and/or friend of the family.

Advisory teams can be useful at any stage in the process. They don't tell you what to do, but can help you ask the right questions, evaluate options thoroughly, and navigate choppy waters.

For more information, contact Jim Ostlie at 320-842-6910 or [jim.ostlie@state.mn.us](mailto:jim.ostlie@state.mn.us).

**Other organizations that offer help and resources to support farm transfer.**

### Farm Business Management

**AgCentric** 218-894-5141

**Southern Minnesota Agricultural  
Center of Excellence**  
507-389-7497

**Minnesota Farm Advocates**  
833-600-2670

**Minnesota Farm & Rural Helpline**  
833-600-2670 (24/7)

**Renewing the Countryside Farmland  
Access Navigators**  
612-910-7601

**University of Minnesota Extension,  
Farm Information Line**  
800-232-9077