

## **Key Informant Interview Guide**

### **A. Land Linking Program Establishment and Development**

1. Tell me about how your land linking program got started and has evolved since then.
2. Can you give an example or two of how the services within your program relate to (support) land matching within your organization?
3. Can you describe to me step-by-step how a land [seeker, owner] joins your program and then what they, and you, do from there to find a match? Maybe describe the most recent match, or one that stands out to you.
4. After the match has been made, what kind of follow-up support do you provide land [seekers, owners], and why does your organization do this? Please give an example to illustrate this.
5. What trends in staffing or division of activities for the program have you witnessed, or are you aware of, since the program's inception, and how has this affected the program? What changes, if any, have occurred in the program's budget sources and size since it began? Is it sufficient?
6. What is your background, and how does this influence your role in the program?
7. As coordinator for your land linking program, what activities are you responsible for? What occupies the most of your time? What is it like running a LL program?
8. What aspects of your linking program do you consider to be functioning really well, and what do you think could function better?
9. What are the primary barriers your program faces to finding matches for people?
10. Are there any partnerships or collaborations—maybe with other non-profits, or with government or businesses—that your program has established which support or benefit the land linking program and mission? Please give an example of the role these partners play.

### **B. Program Participants**

11. In your program, what sort of land [seekers, owners]—either about themselves or about what they're [seeking, offering]—are most likely to finding a match? Can you share a few examples of this?
12. What are the primary barriers to land access or land transfer that your program's [seekers, owners] face?
13. Do you try to actively recruit the type of land [seekers, owners] who are more likely to find a match, maybe through targeted outreach, establishing requirements for participating, or recommending an alternate program to people, or do you keep it open?

### **C. Results/Outcomes**

14. What do you see as the most meaningful or valuable ways to track and understand your program's activities and outcomes?
15. Can you describe one of your program's matches for me that you would consider a "poster child"? What made it such a successful match?
16. How many matches per year is your program's goal and how has this goal been determined or modified over time?
17. What other kinds of outcomes has your program had in your community, region or state?
18. What are the future plans for your land linking program and addressing farm transfer and tenure needs in your area?

### **D. Farmland Transfer**

19. What are the most promising farmland access arrangements you've seen, not necessarily within your program, and why do you see them as promising?
20. What current private or public programs and policies are helping facilitate farmland transfer? What could non-profits or government do better?
21. Is there anything else we haven't covered that you think is important for work in farmland transfer that you would like to share?