

Agricultural Opportunities for Veterans in New York

*Matt Weiss
Cornell Small Farms Program*



OVERVIEW



- Background
- Resources for Farmers
- Farmer Veteran Project
- Questions

OBJECTIVE



- Information about:
 - Education
 - Training
 - Connections
- Our planned efforts for veterans

Cornell Small Farms Program

Who are we?



- We support the viability of small farms by:
 - Identifying critical issues and collaborating to address them
 - Producing publications, events, and information resources
 - Providing statewide coordination for efforts to strengthen small farms



<http://www.smallfarms.cornell.edu> and
<http://nebeginningfarmers.org>

Northeast Beginning Farmers Project

Who are we?



Who are we?

The Northeast Beginning Farmer Project is led by a team of educators who care deeply about supporting the success of new farmers.

Vision: “*Every new farmer in NY has access to the **support, information and training** they need to be successful*”

What is a “small” farm?



- USDA Definition: annual gross revenue of < \$250,000
- >90% of farms in NY fit this definition
- Most popular enterprises for new farmers are vegetables, poultry, beef, and fruit



Questions for you



How many of you are already farming?

How many seeking to start new farms?

How many service providers?

Northeast Beginning Farmers Project Online Resource Center



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cornell weather

Cornell University

SEARCH: go

This Site Cornell more options

Home Events Who Can Help? Online Courses Publications Videos About Contact

NORTHEAST Beginning Farmers PROJECT

HOME

Site Restoration in Progress! - Updated April 4th

If you're a frequent visitor to the Northeast Beginning Farmer Project website, you've noticed we have a temporary look and most of the content has gone missing! We had some major security issues recently and are working as quickly as possible to restore our original site. As our website is the primary avenue for the resources and information we provide to farmers, this has been a very challenging time for us! We expect to begin repopulating the site ASAP, and continue to round out the resources you rely on through April.

Drop a line if you need anything. We know you are in 'planning phase' for the upcoming season, and are here to help!

Visit the Cornell Small Farms Program

Yes, this site is also being restored but we've posted the most essential resources and news for you! Visit the [Cornell Small Farms Program](#) website.

Events & Job Postings!

Northeast events and job postings are being made available at our Facebook page at www.facebook.com/northeastbeginningfarmers

Fresh news, articles, blog postings, and other fun tidbits on small farms and farming are available at our Twitter feed at @BeginningFarms.

LATEST POSTS

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This project was supported by the Beginning Farmer and Rancher Development Program of the National Institute for Food and Agriculture, USDA Grant # 2009-49400-05878

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What we can do for you!

- Self Guided Tutorials and Worksheets
- Video Library
- Online Courses
- Service provider map
- Guides/Publications

Northeast Beginning Farmers Project

Getting Started: New Farmer Hub



Tutorials and Resources

[Worksheets](#) - Access the planning worksheets that are embedded throughout the lessons below

[Getting Started](#) - Begin here with goal-setting and suggestions for planning

[Accessing & Evaluating Land](#) - Learn how to find or assess farmland quality

[Planning and Funding Your Farm Business](#) - Start writing a farm plan & assess funding options

[Learning to Farm](#) - Gain the skills you need to produce high-quality products

Northeast Beginning Farmers Project

Getting Started: New Farmer Hub



Tutorials and Resources

[Choosing What to Produce](#) -

Consult enterprise budgets, crop ideas & worksheets.

[Selling What You Produce](#) -

Choose the right markets for your products

[Taking Care of the Land](#) -

Cultivate ecologically-sound practices

[Achieving or Improving](#)

[Profitability](#) - Learn skills to improve your bottom line.

[Understanding Taxes &](#)

[Regulations](#) - Understand the benefits and requirements of farming.

Northeast Beginning Farmers Project

Video Library!



Northland Sheep Dairy - Breeding & Lambing. mov



prev 1 2 next



Meet the Farm -
Sweet Land
4:59



Sweet Land Vacuum
Seeding and Growing
Transplants
8:40



Sweet Land Farm
Water Wheel
Transplanter
4:43

On-Farm Production Videos

These videos offer an intimate look at the details of how successful farmers produce everything from vegetables to pork to sheep cheese. New videos are added every month or two, through 2012!

Starting a Farm Business Video

A diverse group of 12 NY farmers talking about how they financed start-up, developed their markets, determined their profitability, set goals, and much more.

<http://www.youtube.com/cornellsmallfarms>

Northeast Beginning Farmers Project

Online Classes



Online Classes

[BF 102: Markets and Profits - Exploring the Feasibility of Your Farming Ideas](#)

[BF 104: Financial Records - Setting up Systems to Track Your Profitability](#)

[BF 121: Veggie Farming 2 - From Season-Long Care to Market](#)

[BF 122: Berry Production - Getting Started with Growing and Marketing](#)

[BF 201: Making Money - Pricing, Positioning in the Market, and Guerrilla Marketing](#)

<http://nebeginningfarmers.org/online-courses>

Northeast Beginning Farmers Project

Service Provider Map



Results found.



Alfred State - Institute for Sustainability, Center for Org. Ag

10 Upper College Drive Horticulture Annex Phone: 1-800-4-ALFRED
Alfred, NY 14802 (425-3733)

Categories: Conferences, Farm Tours, Workshops/Courses

Capital District Agriculture and Horticulture Extension Te

479 Rte. 66 Phone: 518-828-3346
Hudson, New York 12534

Categories: Business Planning, Farm Tours, Technical Assistance, Workshops/Courses

Catskills CRAFT (Collaborative Regional Alliance for Farm

44 West St. Phone: 914-720-1020

Service Provider Map

Organizations in the Northeast that *specifically* target their services to beginning farmers.

Service providers – add yourself.

You can find many more organizations serving farmers in the [Other Local Contacts](#) section of the website.

Northeast Beginning Farmers Project

Small Farm Quarterly



FALL 2010

SMALL FARM QUARTERLY



Feature Articles

Calf Rearing: An Advanced Course	Page 12
Experimenting with Caterpillars	Page 13
Pricing Your Farm Products Honestly	Page 17
The Tale of Tunis Sheep	Page 19

Small Farm Quarterly

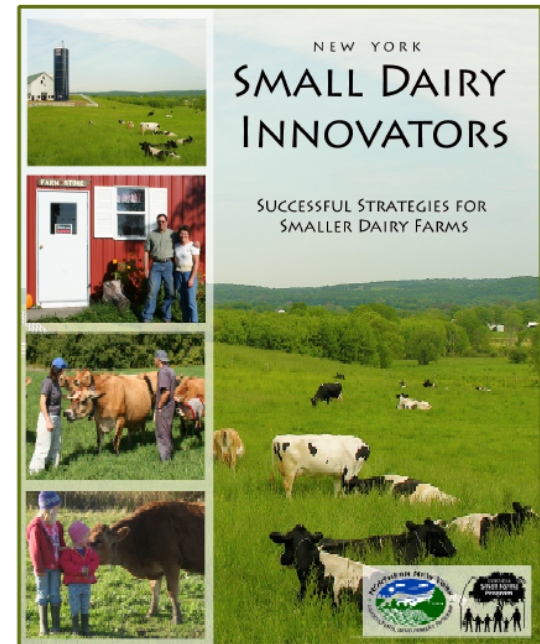
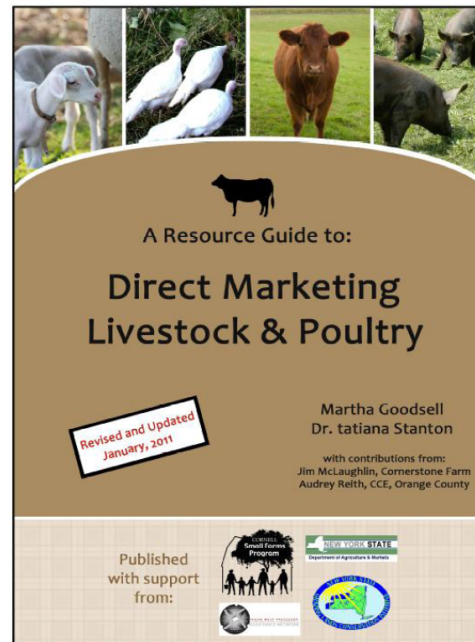
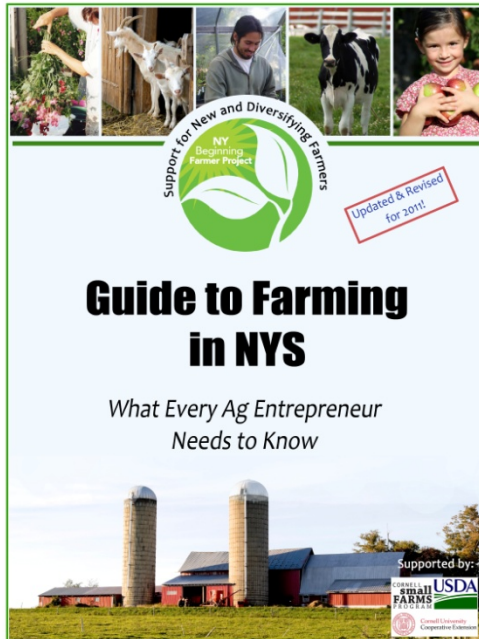
Are you looking for ways to farm profitably without getting bigger?

Do you like to read about families who are living a good life on a small farm?

Are you looking for new ideas, tips and resources to help you reach your farm and family goals?

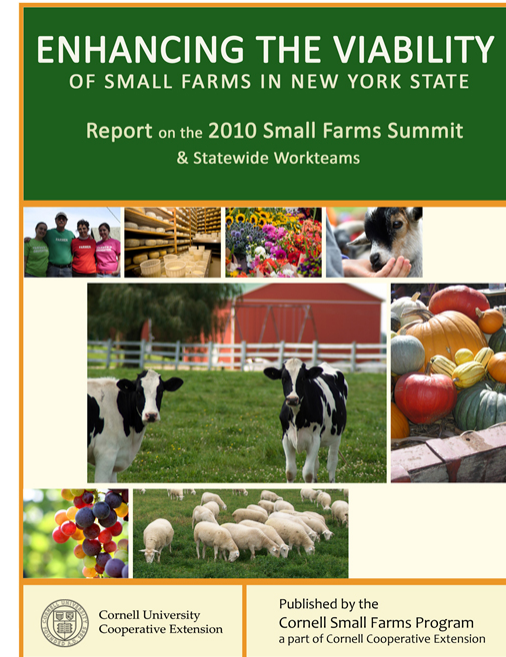
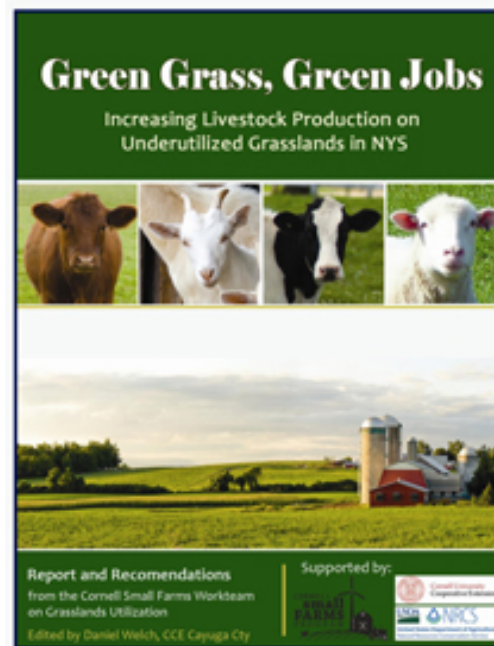
If so, you'll enjoy *Small Farm Quarterly*.

Northeast Beginning Farmers Project Guides/Publications



Northeast Beginning Farmers Project

Guides/Publications



Northeast Beginning Farmers Project

New Farmer Profit Teams



- Eligibility: 3 – 9 years
NYS only
- Cost share for
agricultural
consultants
- Leadership training
- 2 more opportunities



Statewide agencies supporting farmers

- **NRCS (Natural Resources Conservation Service)** – <http://nrcs.usda.gov> - federal program providing cost-share funds and customized plans for farmers to implement environmental conservation practices
- **FSA (Farm Service Agency)** – <http://fsa.usda.gov> - federal program providing low-interest loans for farmers
- **Farm Bureau** – <http://www.nyfb.org> - lobbying group providing a voice for farmers in government
- **Farm Credit** - <https://www.farmcrediteast.com/> - farmer-owned lender specializing in ag-related loans

New farmer trainings



- On-the-Job Training available via internships and apprenticeships, and NOFA-NY's "Journey person Program"
- Degree programs in production, ag science, sustainable food systems, etc available via SUNY schools and Cornell

Land access

- Land-link organizations around the state facilitate leasing or purchasing farmland. Ex: NY FarmLink
- Land For Good provides land access guidance and counseling –



Financing is available

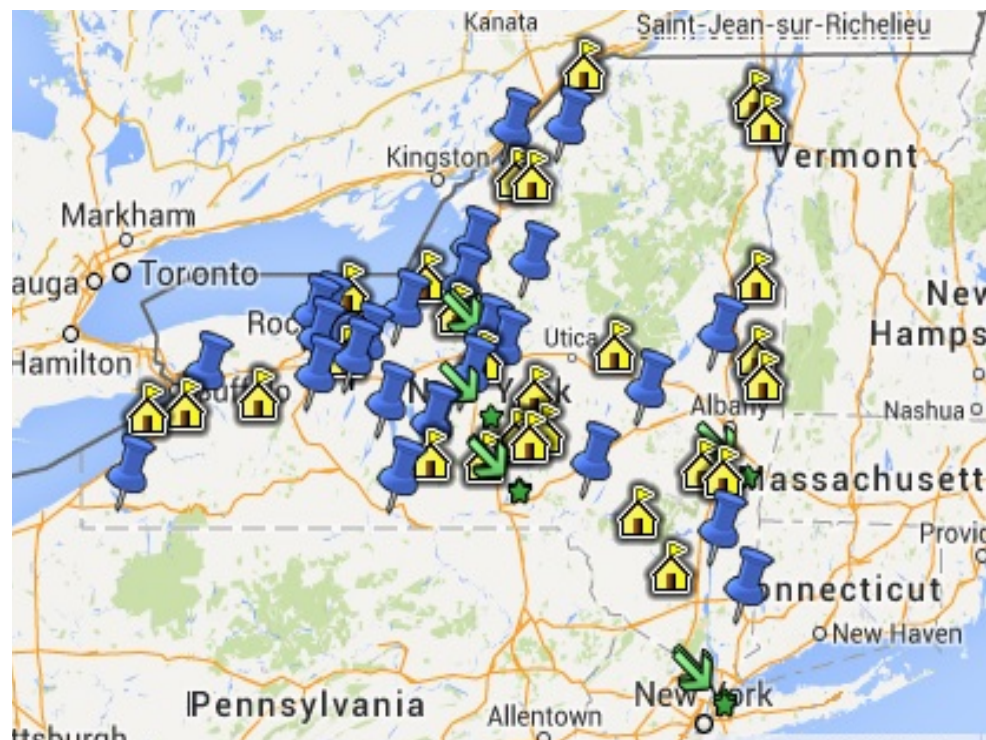
- Several lenders have funds set aside specifically for new farmers:
 - **Farm Service Agency**
 - **Farm Credit**
- **Kiva Zip** has 0% loans for entrepreneurs – <http://zip.kiva.org>
- **Farmer Veteran Coalition** and **Work Vessels for Veterans** provide grants/loans for vets entering farming



Our planned efforts for veterans



- Creating a statewide network to support Veterans interested in agriculture
 - Veteran and Ag orgs
 - Need links to traditional veteran services**
 - Reintegration, community and quality of life
- Train the Trainers on working with veterans interested in ag



Our planned efforts for veterans



Building the Support Network in NY for Veterans to Farm

- We are working with the NYS Division of Veterans' Affairs, IVMF, and other partners to refer, support, mentor, and train veterans who want to farm.

Developing New Trainings Specifically for Veterans

- Host Armed to Farm to train veterans in farm startup
- Create regional on-farm workshops for veterans
- Exploring OJT on farms in NY
- County based programs

What else can we do to help?



- What types of resources do you need?
- Who should we connect with?

Northeast Beginning Farmers Project

For more information!



For more information on
the Northeast Beginning
Farmers Project visit:

www.nebeginningfarmers.org

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Cornell Small Farms Program

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