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
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

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.
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
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.
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

1. New York Small Farm Energy Innovators
   - Successful Farm Energy Conservation & Renewable Energy Strategies
   - Report and Recommendations
   - From the Cornell Small Farms Workteam on Grasslands Utilization

2. Green Grass, Green Jobs
   - Increasing Livestock Production on Underutilized Grasslands in NYS
   - Supported by:

3. Enhancing the Viability of Small Farms in New York State
   - Report on the 2010 Small Farms Summit & Statewide Workteams
   - Published by Cornell University Cooperative Extension
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](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](http://fsa.usda.gov) - federal program providing low-interest loans for farmers
- Farm Bureau – [http://www.nyfb.org](http://www.nyfb.org) - lobbying group providing a voice for farmers in government
- Farm Credit - [https://www.farmcrediteast.com/](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 –
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](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
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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Questions?