

**Small Farmer and Beginning Farmers
and Ranchers Coordinators Meeting:
Enhancing Economic Opportunities for
Small Farmers and Ranchers**

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USDA/CSREES/ECS
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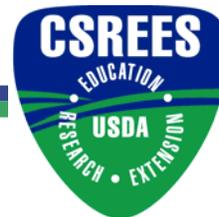
Establishing a User-Friendly Database

- **Strengths**

- One-stop shopping
- Easy access to information
- Could serve as “yellow pages” for small farmers and ranchers
- Gets clientele straight to needed information
- User-friendly if well coordinated

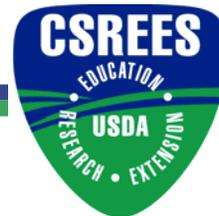
- **Challenges**

- Long laundry list if scope is not limited
- Long term commitment
- Costly
- Staff time involvement
- Challenging for clientele if not properly coordinated



Listing of Federal Agencies

- Department of Agriculture
- Department of Commerce
- Department of Energy
- Department of Education
- Department of Homeland Security
- Department of Health and Human Services
- Department of Transportation
- National Institutes of Health
- Department of the Interior
 - Bureau of Indian Affairs
 - Bureau of Land Management
 - U.S. Geological survey
 - U.S. Fish and Wildlife
- Department of Labor
- Small Business Administration
- Department of Housing and Urban Development
- Environmental Protection Agency



Federal and State Opportunities

-Categorized by Federal and then by State-

- **Funding Opportunities**

- Grants
- Farm loans
- Micro-loans
- Cost-share programs

- **USDA Service Centers**

- **Marketing Assistance**

- Domestic and International

- **Alternative Enterprises**

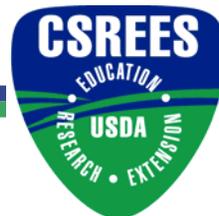
- **Land Acquisition**

- **Land Retention**



Federal and State Opportunities Contd.

- Farm Equipment
- Beginning Farmer Programs
- Farm Leadership Institutes
-
- Surplus Property Acquisition
- Risk Management Tools
- Foreclosed Farms and Houses
- Re-sales available from USDA:
<http://www.resales.usda.gov>
- Small Farm Funding Sources:
http://www.nal.usda.gov/ric/ricpubs/small_farm_funding.htm
- Federal Funding Database:
http://ric.nal.usda.gov/nal_web/ric/ffd.php
- CSREES Funding Opportunities:
<http://www.csrees.usda.gov/fo/funding.cfm>



Federal and State Opportunities Contd.

A Guide To Funding Resources

<http://www.nal.usda.gov/ric/ricpubs/fundguide.html>

Farms And Community Website

http://afsic.nal.usda.gov/nal_display/index.php?info_center=2&tax_level=1&tax_subject=301

Directory Of State Programs: National Council of State Agricultural Finance Programs

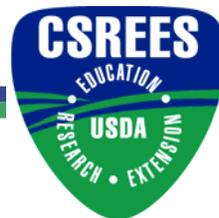
<http://www.stateagfinance.org/directory.html>

State Marketing Profiles: USDA-AMS

<http://www.ams.usda.gov/statesummaries/>

Alternative Fuels Data Center: State And Federal Incentives And Laws

http://www.eere.energy.gov/afdc/laws/incen_laws.html



Alternative Enterprise Websites

USDA - National Agricultural Library: List of Alternative Crops and Enterprises for Small Farm Diversification

<http://www.nal.usda.gov/afsic/pubs/altlist.shtml>

USDA - NRCS: Alternative Enterprises and Agritourism

<http://www.nrcs.usda.gov/Technical/RESS/altenterprise/>

USDA - NRCS: Alternative Enterprises and Agritourism: Farming for Profit and Sustainability Resource Manual

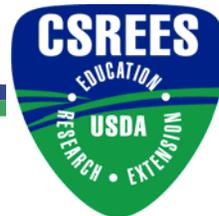
<http://www.nrcs.usda.gov/technical/RESS/altenterprise/resmanual.html>

Cornell University: Alternative Enterprises

http://www.cfap.org/afs_temp3.cfm?topicID=407

North Carolina A&T State University: Alternative Enterprises

http://www.ag.ncat.edu/extension/programs/alt_ent.htm



Alternative Enterprise Websites Contd.

University of Florida-Gainesville - Small Farms: Alternative Enterprises:
<http://smallfarms.ifas.ufl.edu/>

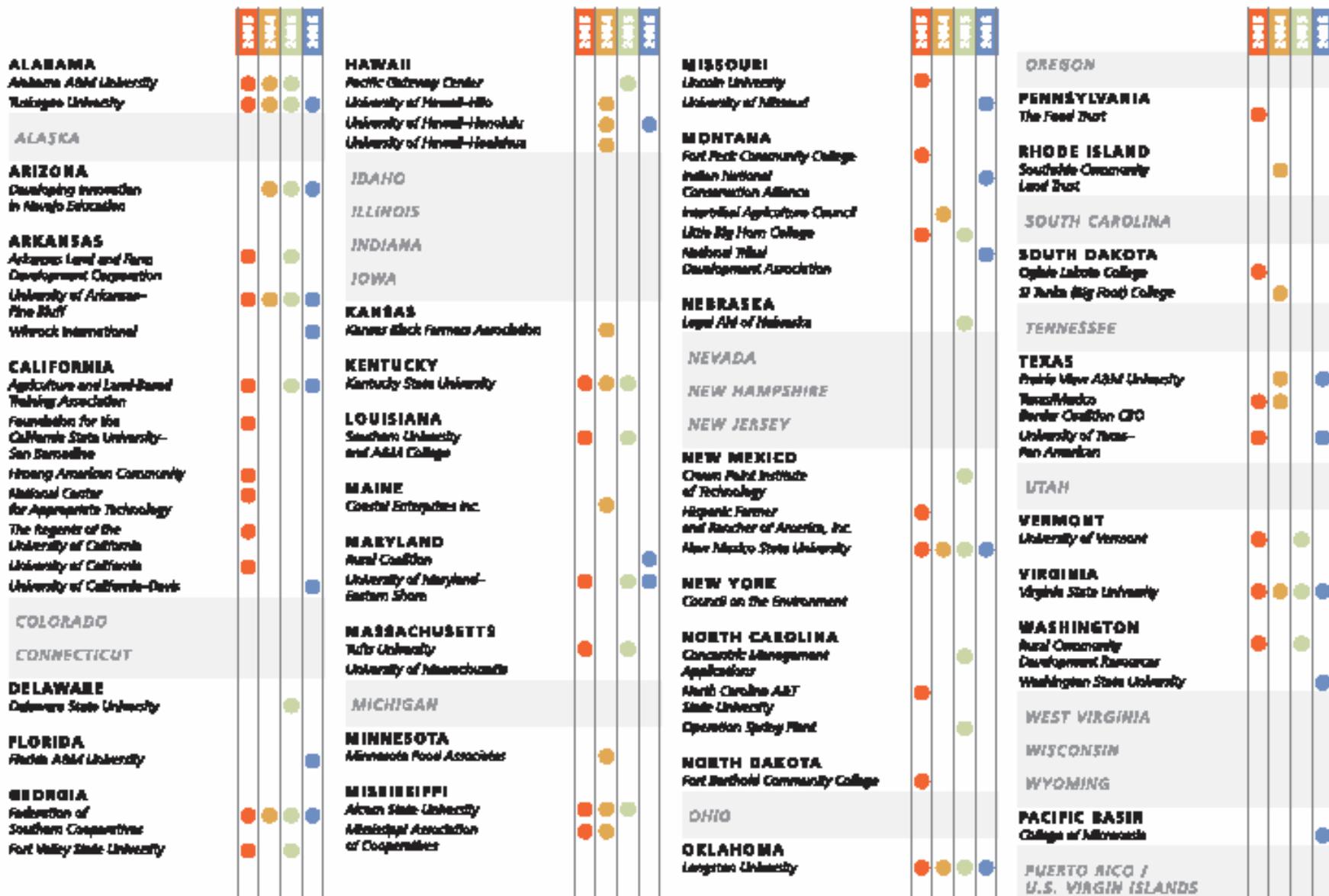
Key Points to Consider for Various Alternative Enterprises
http://smallfarms.ifas.ufl.edu/planning_and_management/pdf/KeyPoints.pdf

University of Missouri - Columbia: Missouri Alternatives Center Library:
http://agebb.missouri.edu/mac/library/search.asp?search_val=331

**University of Maryland: Enterprise Guide for Southern Maryland:
Alternative Enterprises--What You Should Know,**
<http://www.agnr.umd.edu/MCE/Publications/Publication.cfm?ID=231>

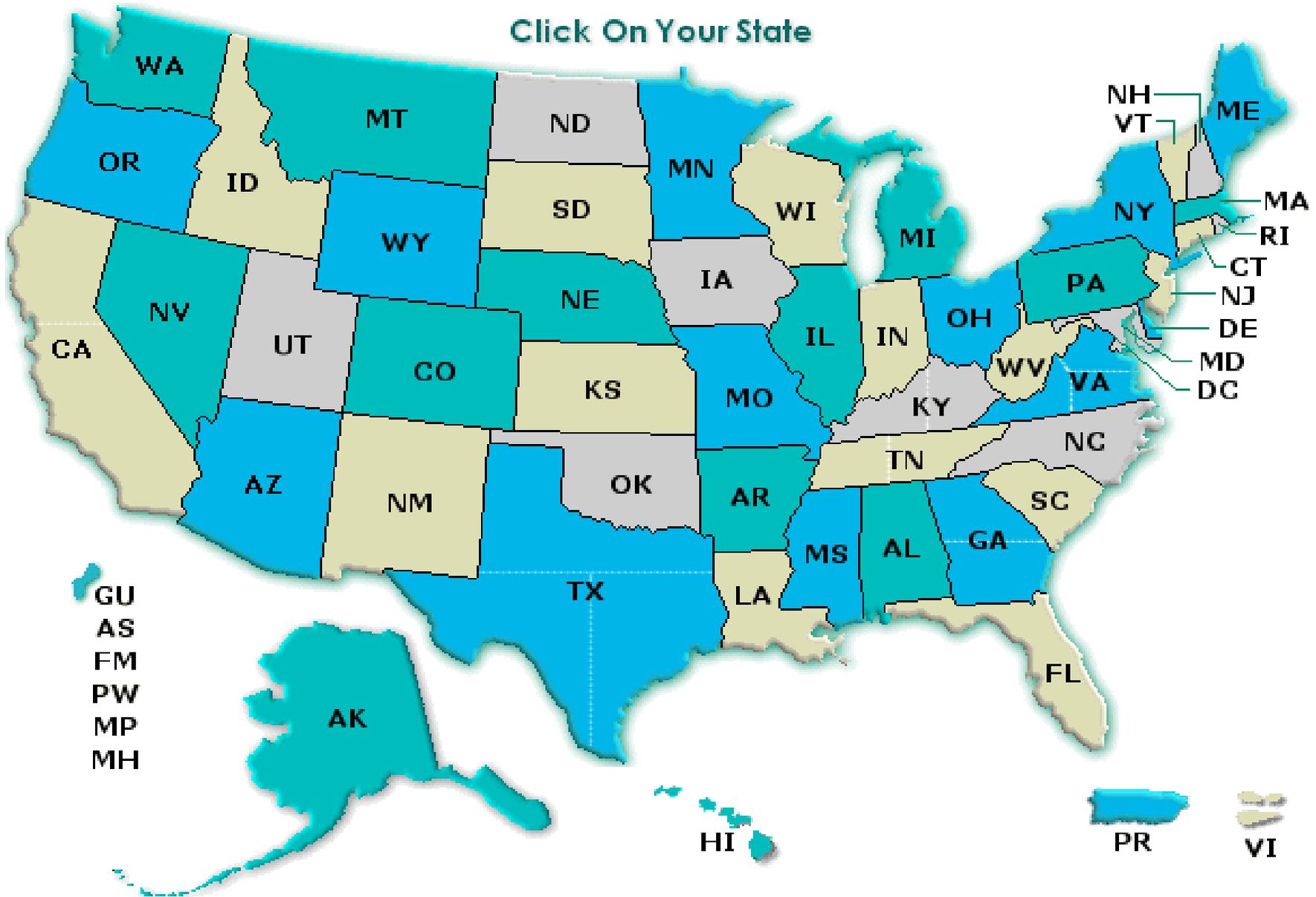
**Virginia Cooperative Extension: Selecting Alternative Enterprises for the
Farm**
<http://www.ext.vt.edu/news/periodicals/fmu/2003-08/alternative.html>





USDA Service Center Location

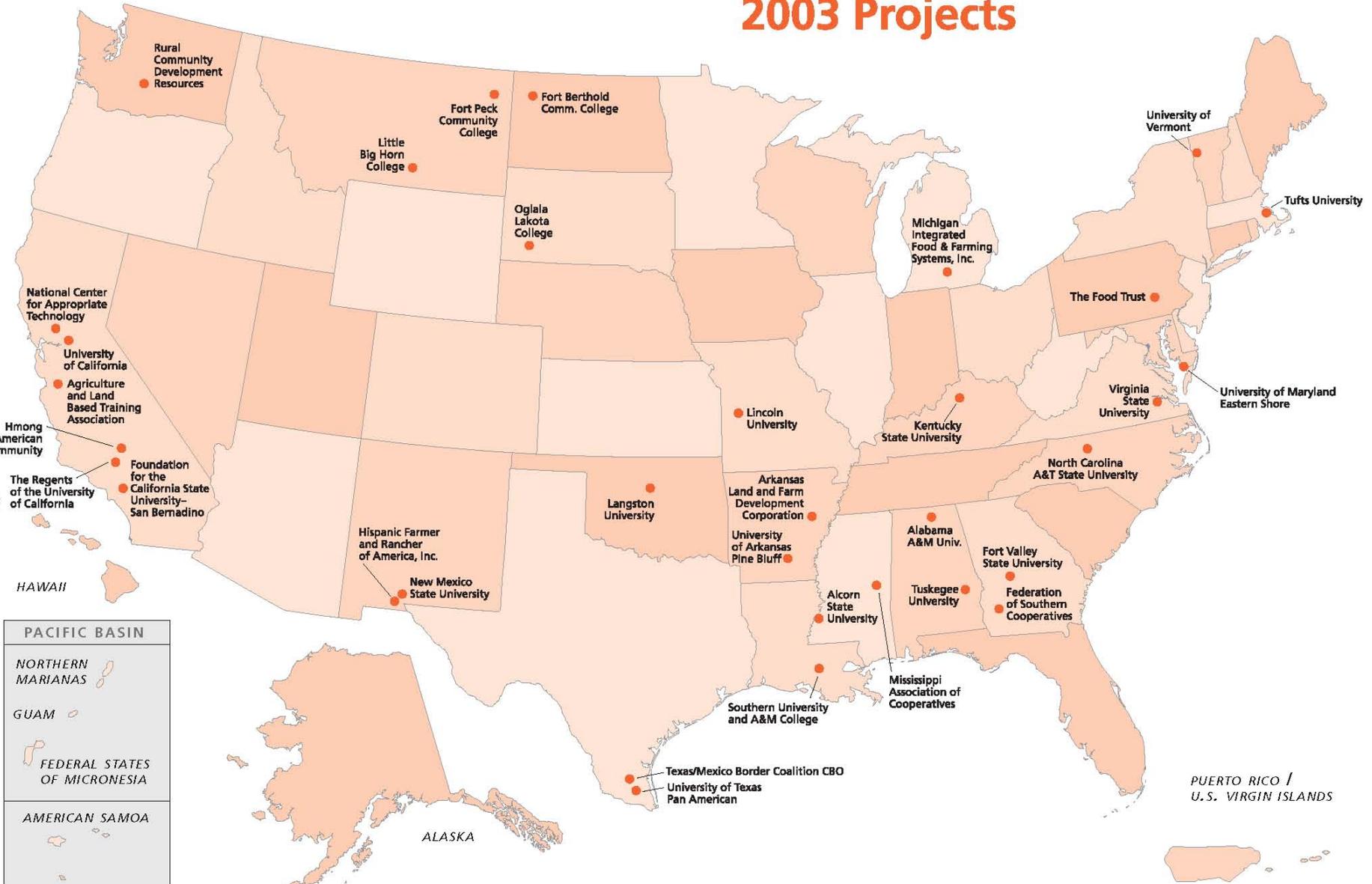
Click On Your State





2501 PROGRAM: OUTREACH & ASSISTANCE FOR SOCIALLY DISADVANTAGED FARMERS & RANCHERS

2003 Projects





United States Department of Agriculture
Cooperative State Research, Education, and Extension Service

2501 PROGRAM: OUTREACH & ASSISTANCE FOR SOCIALLY DISADVANTAGED FARMERS & RANCHERS

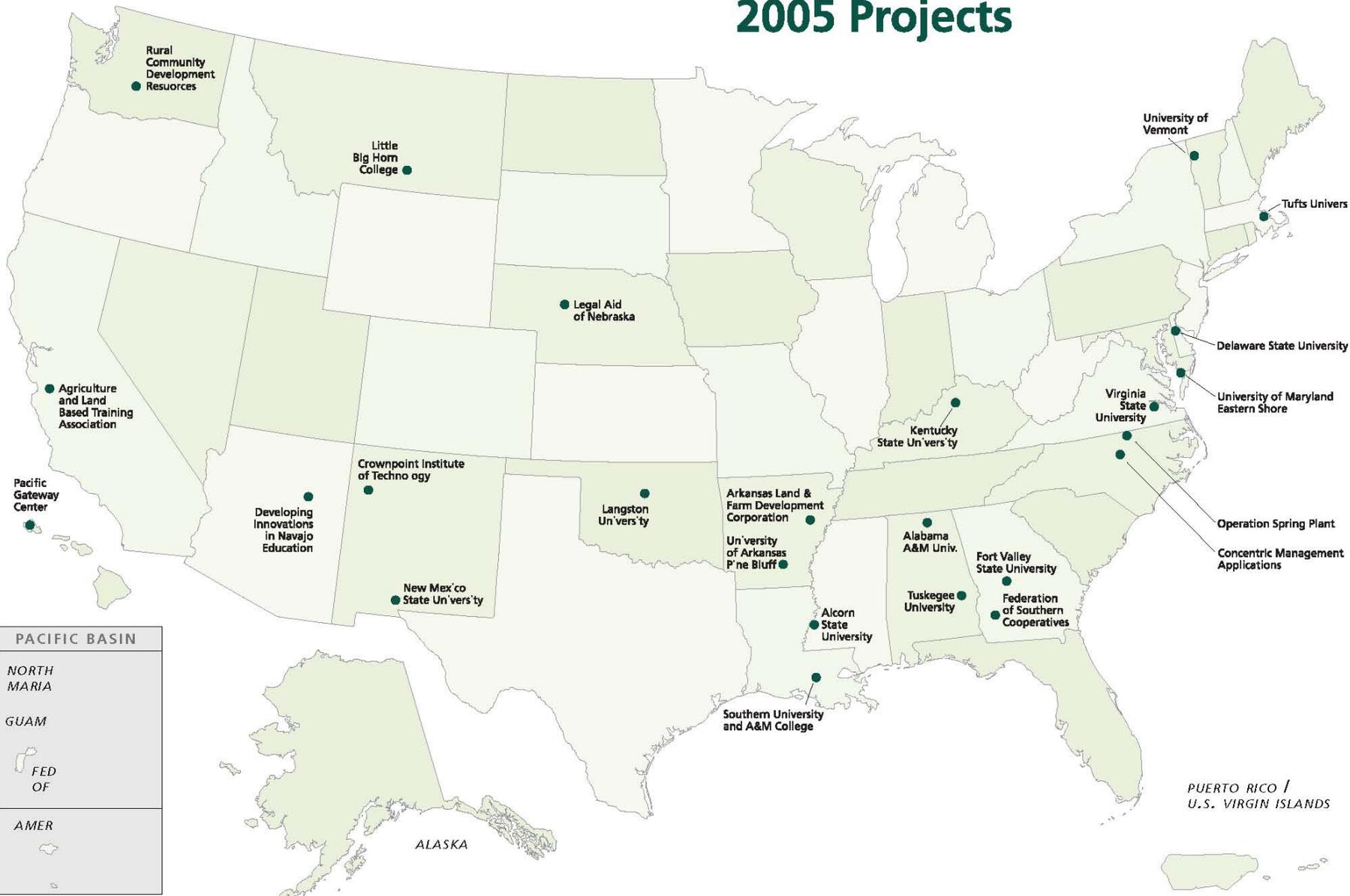
2004 Projects





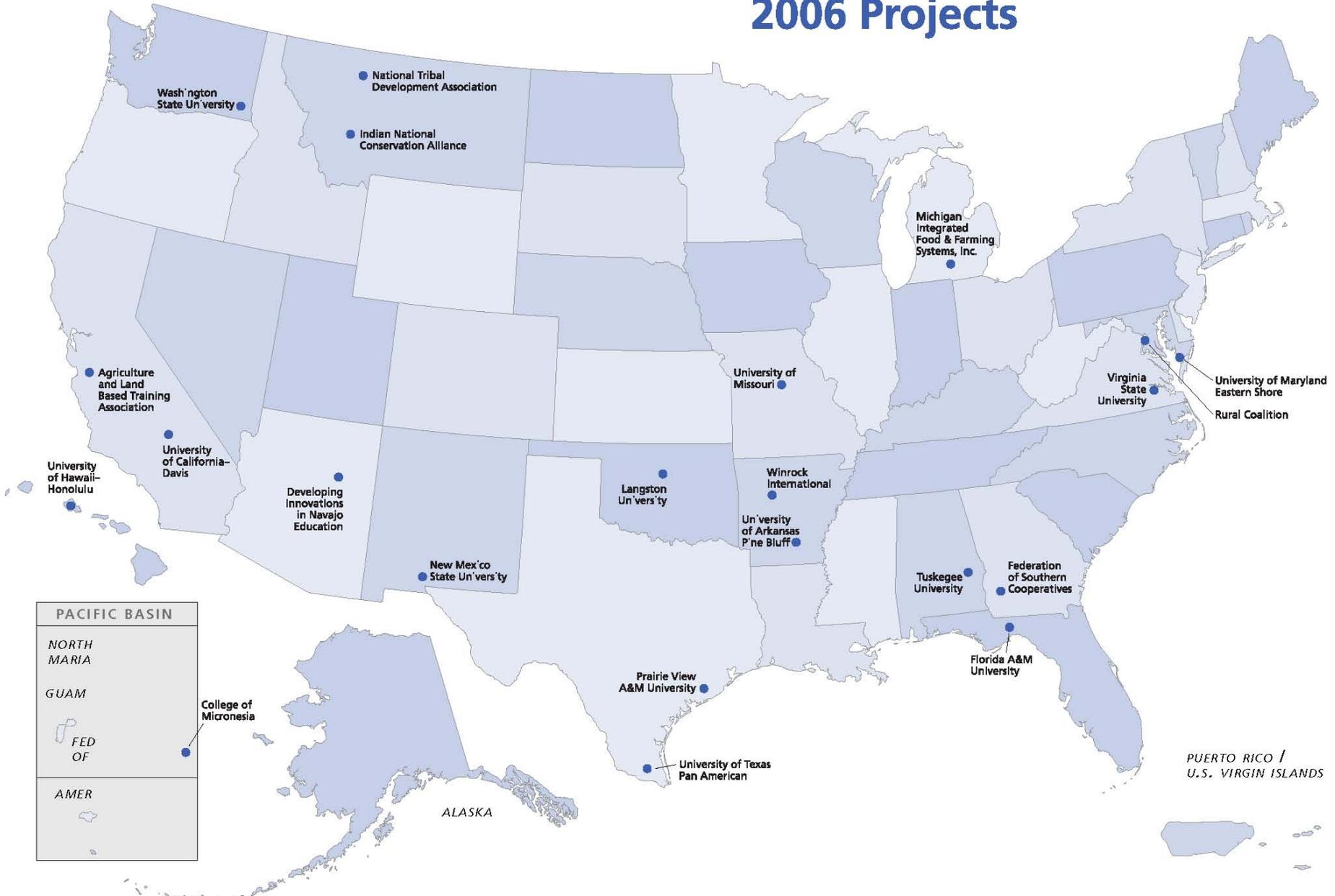
**2501 PROGRAM: OUTREACH & ASSISTANCE FOR
SOCIALY DISADVANTAGED FARMERS & RANCHERS**

2005 Projects





2006 Projects





USDA COMMUNITY-BASED ORGANIZATIONS: Working with Small Farmers and Ranchers

- ALASKA**
Intertribal Alton Cooperative, Stevens Village
- ARIZONA**
Developing Innovations in Native Education INC., Flagstaff
- ARKANSAS**
Black Farmers and Agriculturalists Association (BFAA), Pine Bluff
Habitat International, Fayetteville
Arkansas Land and Farm Development Corporation, Arkadelphia
The Southeast Asian American Farmers Association, Lincoln
- CALIFORNIA**
Community Food Security Coalition, Venice
African American Coalition, Inc., Yuba
Organization on California de L'Unión Campesina, Pasadena
California Black Farmers and Agriculturalists Association, Sacramento
Agricultural Land-Based Working Association, Inc., Salinas
African American Farmers of California, Fresno
Nuestros Raíces Inc., Sacramento
Opening Doors, Inc, Sacramento
Huong American Community INC, Fresno
- DISTRICT OF COLUMBIA**
HOLA/National Latino Farmers & Ranchers Trade Association, Washington, DC
Rural Coalition/Coalición Rural, Washington, DC
- FLORIDA**
North South Institute, Dade
North Florida Farmers Cooperative, Mirlande
Small Hispanic Farmers Group, Apopka
HOLA/National Latino Farmers & Ranchers Trade Association, Dade
- GEORGIA**
African American Family Farmers, Inc., Eastman
Georgia Organics, Atlanta
African American Family Farmers, Inc., Eastman
Federation of Southern Cooperatives/Land Assistance Fund, East Point
Federation of Southern Cooperatives
Land Assistance Fund, Albany
South Georgia Vegetable Producers Cooperative, Dale
- KANSAS**
Kansas Black Farmers Association, Herculaneum
- MAINE**
New American Sustainable Agriculture Project, Portland
- MICHIGAN**
Michigan Integrated Food & Farming Systems, East Lansing
Michigan Agri-Business Association, East Lansing
Michigan Black Farmers Association, Detroit
- MINNESOTA**
Land Stewardship Project, Monticello
Minnesota Food Association, St. Anthony
- MISSISSIPPI**
Mississippi Association of Cooperatives, Jackson
- MONTANA**
National Center for Appropriate Technology, Butte
Indian Nations Conservation Alliance (INCA), Twin Bridges
Intertribal Agriculture Council, Billings
National Tribal Development Association, Bor Eiler
- NEBRASKA**
Legal Aid of Nebraska, Omaha
Southern Sudan Community Association, Omaha
- NEW MEXICO**
Two County Economic Development Corporation, Two
Hispanic Farmers and Ranchers of America, Inc., Las Cruces
- NEW YORK**
National Immigrant Farming Initiative/Farmers, Hudson
National Immigrant Farming Initiative, Brooklyn
- NORTH CAROLINA**
North Carolina Coalition of Farm and Rural Families, Fayetteville
Operation Spring Plant, Inc., Oxford
Land Loss Prevention Project, Durham
Black Farmers and Agriculturalists Association (BFAA), Tillery
Association Sustainable Agriculture Project, Asheville
United Hispanic Association, Hickory
Carolina Farm Stewardship Association, Pittsboro
- OHIO**
Economic and Community Development Institute, Columbus
- OKLAHOMA**
Oklahoma Black Farmers Association, Choctaw
- OREGON**
Microworld Sustainable Research & Education, Dayton
Share Bank Enterprises, Coos Bay
- PENNSYLVANIA**
Food Trust, Philadelphia
- RHODE ISLAND**
Southside Community Land Trust, Providence
- SOUTH CAROLINA**
Latino Farmers USA, Manning
Sea Island Farmers Cooperative, John's Island
Low Country Small Farmers Cooperative, St. Helena Island
Pine Center Small Farmer Cooperative, St. Helena Island
- TEXAS**
RosaMedina Center Coalition, Rio Grande
- VIRGINIA**
National Black Farmers Association, Blacksburg
- WASHINGTON**
Rural Community Development Resources Center for Latino Farmers, Yllena
- WISCONSIN**
Growing Power Inc., Milwaukee

Beginning Farmer Center

ISU Extension to Agriculture and Natural Resources
College of Agriculture

Beginning Farmer Center

Resources to help our next generation of farmers

Objectives

The Beginning Farmer Center (BFC) was established at Iowa State University (ISU) by the 1994 Iowa General Assembly. Objectives of the Center include:

- coordinating educational programs and services for beginning farmers,
- assessing needs of beginning and retiring farmers to identify opportunities for programs and services, and
- developing statewide programs to educate beginning and retiring farm families.

Organization

The Center is a joint effort of the ISU College of Agriculture Experiment Station and ISU Extension which delivers the Center's programs and activities.

The ISU Department of Economics provides a director for the Center, and the Center's administration is the attorney for the Iowa Citizens' Hearing. A full-time farm transition specialist and 13 associates throughout the state provide services on an as-needed basis.

Major Activities

Personnel changes: The Center hired a new Farm Transition specialist during 2006. This person is a replacement and is the only full-time employee with the Center.

FarmOn: The Center provides basic funding and outreach for the FarmOn program, which is designed to facilitate the introduction of retiring farmers to young people who want to get started in agriculture. To provide opportunities for potential participants, BFC hosts one-day workshops about issues related to farm transitions throughout Iowa.

The Center undertook an evaluation and updating of the FarmOn participants. We surveyed the participants to determine their current status and whether or not they wanted to continue with the program. We currently have 148 active beginning farmer files and 13 retiring farmer files. During 2006 there were 180 calls from beginning farmers, 56 from retiring farmers, and 162 calls of a general nature. In 2006 there were 3 matches facilitated.

The Center works closely with ISU Extension county and field staff to identify the needs of beginning and retiring farmers. The Center develops appropriate educational material and provides instructors for a series of seminars.

Ag Link: Ag Link is a two-day seminar for college juniors and seniors who plan to join their family farm operation after graduation. Family members and others in the operation also attend the seminar. Topics include conflict resolution, goal setting, determining values, business analysis, farm planning, and management.

The 2006 seminars were attended by 22 people including six families and their students. Four students have registered for two-hours of independent study credits. The seminars also were attended by faculty from Texas Tech and Texas A&M who are interested in replicating the Ag Link seminar program in their state.

This year, in addition to the youth evaluation, the Center started a major evaluation of the AgLink program. This evaluation is being conducted by the Department of Agricultural Education and Teacher at Iowa State.

Individual farm analysis: The Center provides individual analysis of existing farm situations. During the second half of 2006 there were 13 farm visits reaching nearly 50 individuals.

Beginning Farmer Network: The Center Director is the faculty advisor for an ISU student organization, the Beginning Farmer Network. Students in this organization are involved in entering farming.

Conferences: The Center's staff spoke at numerous conferences nationally and internationally. Presentations were made to commodity groups, attorneys, farmers, government officials and others interested in beginning and retiring farmer issues.

The Center helped co-sponsor several conferences. These included directing the BFN conference and hosting the 2006 National Farm Transition Network annual conference.

BFC on the World Wide Web: The Center maintained and upgraded its web site in 2006. From this site, potential clients have access to selected publications and application forms for the FarmOn program. The Center also maintains a site for the National Farm Transition Network.

Research activities: In 2006 the Center updated its study of farm succession planning in Iowa. This study is part of an international effort led by the Center and the University of Plymouth, England to gain better understanding of the farm succession planning under a variety of cultural and legal systems. The updating involved a survey of over 1000 Iowa farmers. The survey was conducted by the USDA.

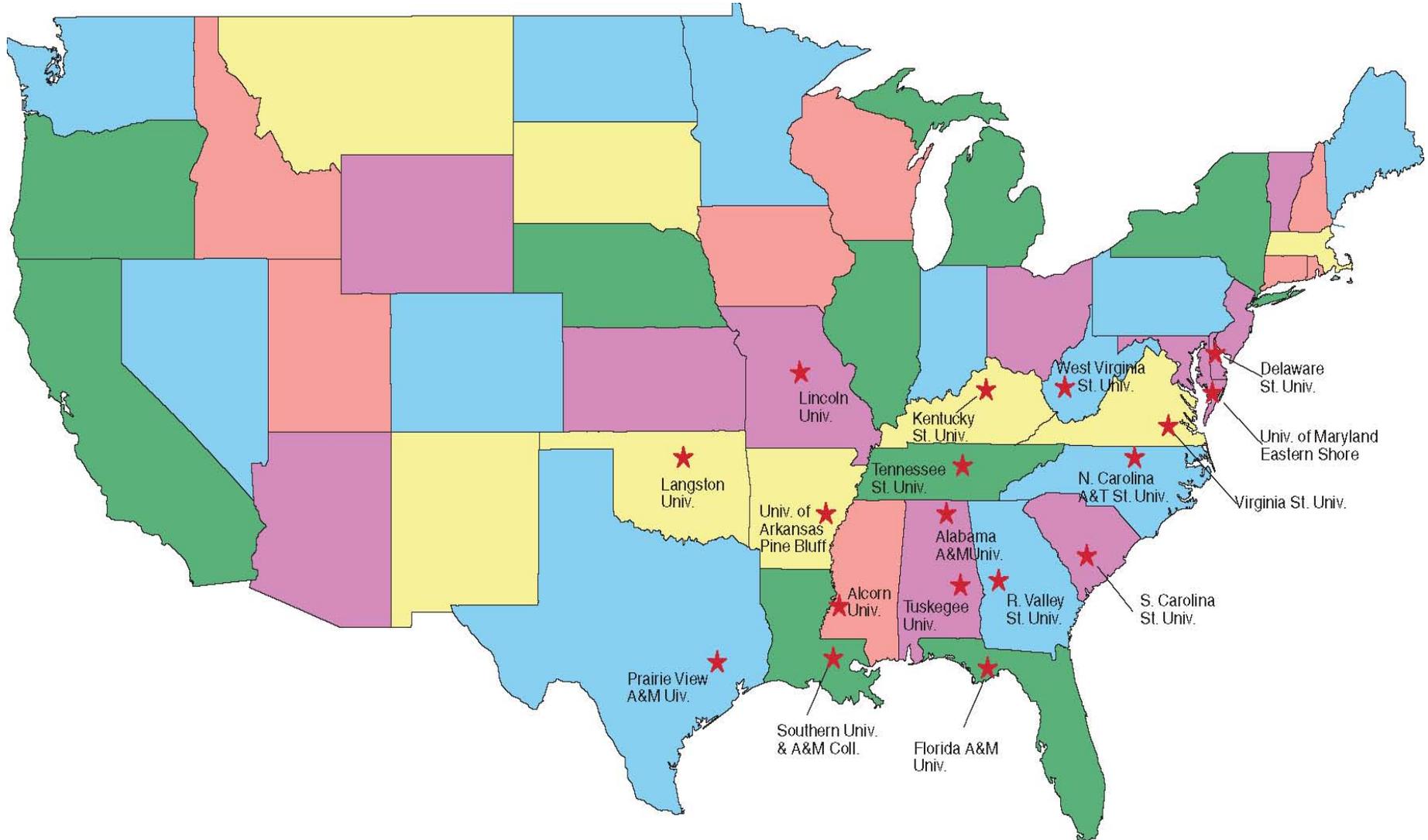
Estate Planning



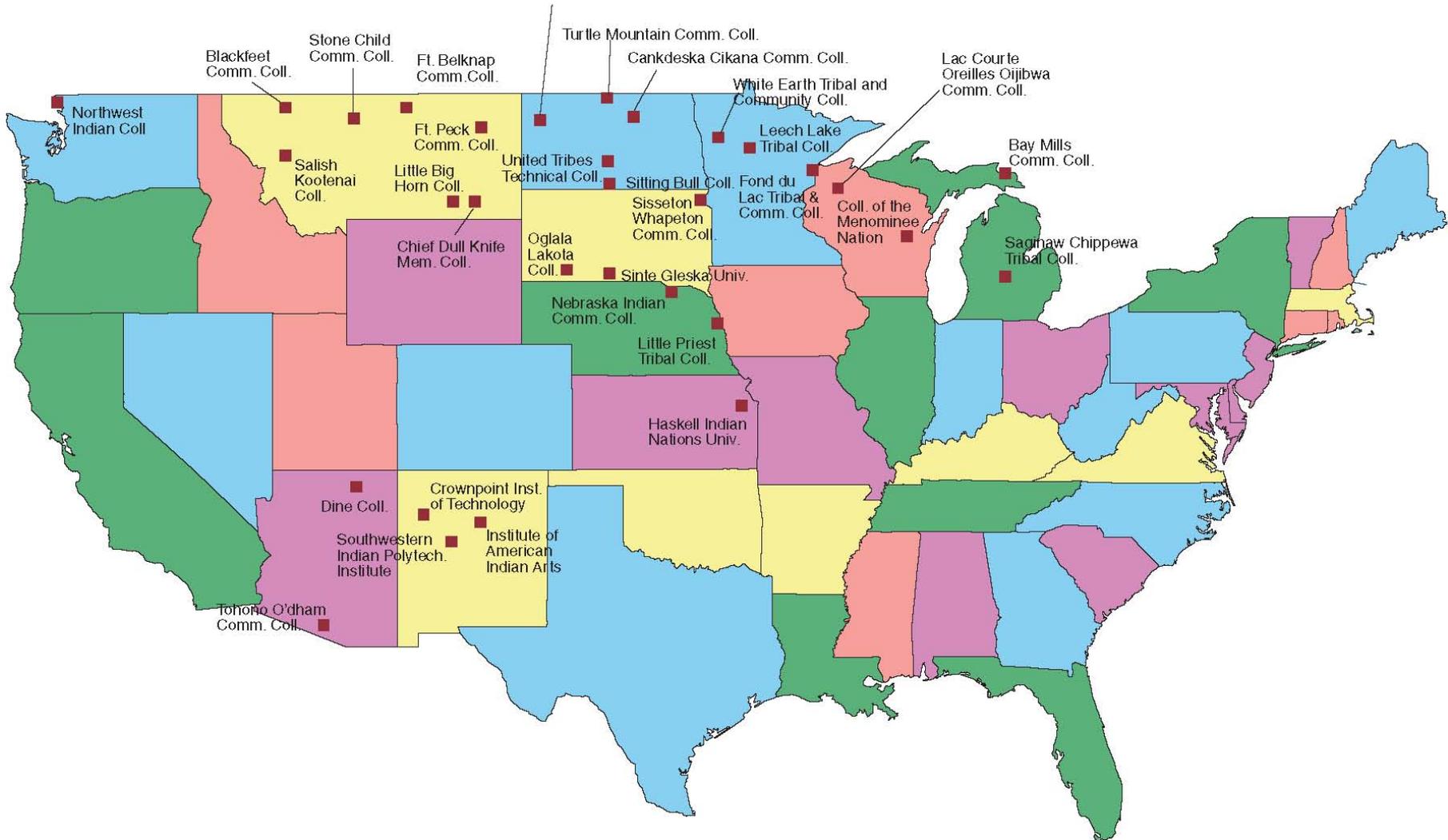
IOWA STATE UNIVERSITY
University Extension

PM 662 Revised December 2006

1890 Land Grant Colleges and Universities

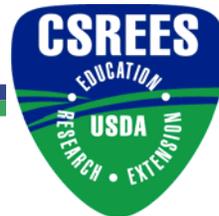


1994 Land Grant Colleges and Universities



Additional Resources

- Key USDA Small farm reports and USDA Small Farm Coordinators: <http://www.usda.gov/oce/smallfarm/index.htm>
- A Time to Act—A Report of the National Commission on Small Farms: http://www.csrees.usda.gov/nea/ag_systems/pdfs/time_to_act_1998.pdf
- America's Diverse Family Farms: Structure and Finances: <http://www.ers.usda.gov/publications/eib13/>
- Structure and Finances of U.S. Farms: 2005 Family Farm Report: <http://www.ers.usda.gov/publications/EIB12/>
- USDA-CSREES Small Farm Resources: <http://www.csrees.usda.gov/ProgViewRelated.cfm?prnum=6870&lkid=5>
- Small Farm Resource Guide: http://www.csrees.usda.gov/nea/ag_systems/pdfs/sf_resource_guide.pdf
- Building Better Rural Places: <http://attra.ncat.org/guide/>



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