Resources for Beginning Farmers
January 17, 2020
Ames, IA
Who are They?

Women & Men

44% 56%

Ages

<table>
<thead>
<tr>
<th>Aspiring</th>
<th>Start-Up</th>
<th>Intermediate</th>
</tr>
</thead>
<tbody>
<tr>
<td>18-29</td>
<td>33%</td>
<td>28%</td>
</tr>
<tr>
<td>30-39</td>
<td>26%</td>
<td>43%</td>
</tr>
<tr>
<td>40-49</td>
<td>28%</td>
<td>13%</td>
</tr>
<tr>
<td>50+</td>
<td>13%</td>
<td>14%</td>
</tr>
</tbody>
</table>

Number of Years Farming

Intermediate 21% (6-10 years)
Start-Up 51% (5 or fewer years)
Aspiring 28%
## Beginning Farmer Stages

<table>
<thead>
<tr>
<th>Stage</th>
<th>Years</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aspiring</td>
<td>Not Started Yet</td>
<td>Determining feasibility of starting a farm and/or gathering the needed resources to begin</td>
</tr>
<tr>
<td>Start-up</td>
<td>1 – 3</td>
<td>Proving we can grow and sell: basic farm and crop management and marketing</td>
</tr>
<tr>
<td></td>
<td>3 -4</td>
<td>More deliberate, less frantic: ease the burden, invest in fine-tune infrastructure and marketing</td>
</tr>
<tr>
<td>Intermediate</td>
<td>4 – 6</td>
<td>How to make money: focus on business management</td>
</tr>
<tr>
<td></td>
<td>5-10</td>
<td>Big-picture thinking: “We can do it Should we still?”</td>
</tr>
</tbody>
</table>

*Adapted from “Whole Farm Management” - Stephenson*
The Labor4Learning program is designed for beginning farmers seeking employment and additional training in farm management and production skills.

The 2020 trainer list will be available in late-February. Watch practicalfarmers.org for these listings.
What Obstacles Do They Face?
Access to Land

Median acres leased: 10
Median acres owned: 13
50% will not inherit or purchase family land

Aspiring and beginning farmers who need farmland to rent or purchase in order to start or grow their business:

- No: 40%
- Yes: 60%

Those who have identified a high degree of help needed towards land access:

- Aspiring: 61%
- Start-Up: 43%
- Intermediate: 36%
Find A Farmer allows for a comfortable place to start anonymous conversations with land-seekers or landowners that meet your interests, criteria, and location.
The Next Generation Summit brings together aspiring, beginning farmers, experienced farmers and landowners working toward farm succession in a meaningful way to steward the next generation of farmers.
The Farmland Access Hub is a consortium of partners dedicated to assisting beginning farmers with their quest for land tenure.

Part of this hub includes farmland access navigators. Visit gotfarmland.org
Those who have shared they need a high degree of help developing

Do you have a business plan?

<table>
<thead>
<tr>
<th></th>
<th>Aspiring</th>
<th>Start-Up</th>
<th>Intermediate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>11%</td>
<td>42%</td>
<td>33%</td>
</tr>
<tr>
<td>Yes, but incomplete</td>
<td>33%</td>
<td>30%</td>
<td>46%</td>
</tr>
<tr>
<td>No</td>
<td>56%</td>
<td>28%</td>
<td>21%</td>
</tr>
</tbody>
</table>
Those who have identified a high degree of help needed towards capital infrastructure:

- Aspiring: 61%
- Start-Up: 42%
- Intermediate: 21%

Beginning farmers who currently have farm debt:

- Start-Up: Yes 55%, No 47%
- Intermediate: Yes 67%, No 33%
Beginning Farmer Retreat

This annual event brings beginning farmers together to network, plan and discuss ways to improve their farms while helping to build a sense of community.
Savings Incentive Program is a two-year program that pairs beginning and aspiring farmers with experienced farmer mentors.

It provides targeted learning and peer networking opportunities, offers business planning support and guidance, and in the end Practical Farmers of Iowa matches their savings dollar for dollar, up to $2,400, to use toward the purchase of a farm asset.
At practicalfarmers.org you will find external resources to help you on your journey to farm.

What resources have you found helpful?
Let’s Stay in Touch

Subscribe to our email updates
Practicalfarmers.org

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