

Resources for Beginning Farmers

January 17, 2020
Ames, IA



PRACTICAL FARMERS
of Iowa

Who are They?

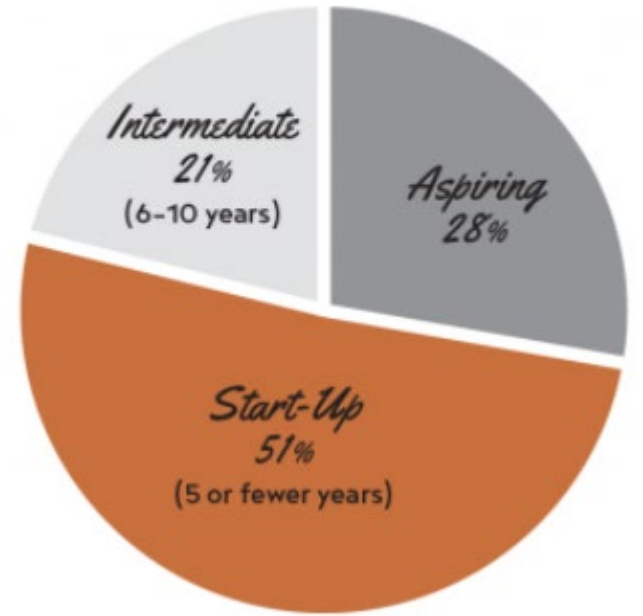
Women & Men



Ages

	<i>Aspiring</i>	<i>Start-Up</i>	<i>Intermediate</i>
<i>18-29</i>	33%	28%	12%
<i>30-39</i>	26%	43%	41%
<i>40-49</i>	28%	13%	24%
<i>50+</i>	13%	14%	24%

Number of Years Farming



Beginning Farmer Stages

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

Labor4 Learning

*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?**

Median acres leased

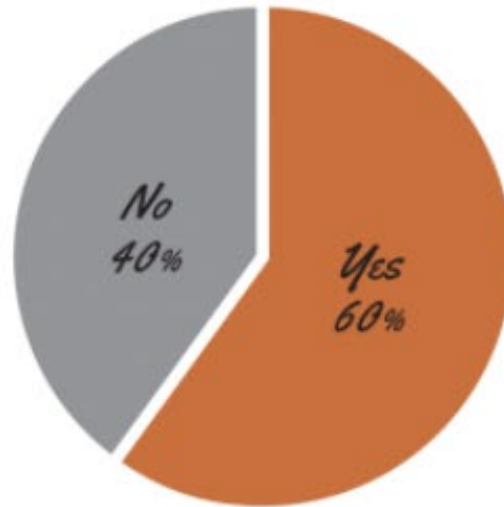
10

Median acres owned

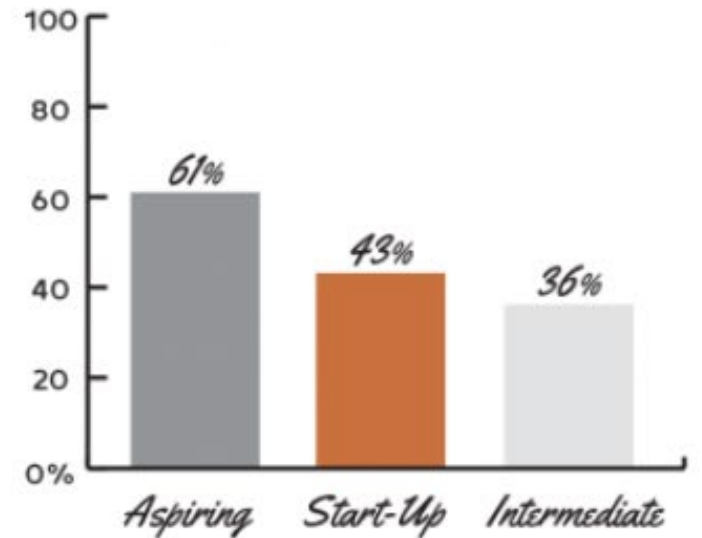
13

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:



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



Find A Farmer

Find A Farmer allows for a comfortable place to start anonymous conversations with land-seekers or landowners that meet your interests, criteria, and location.



Next Generation Summit

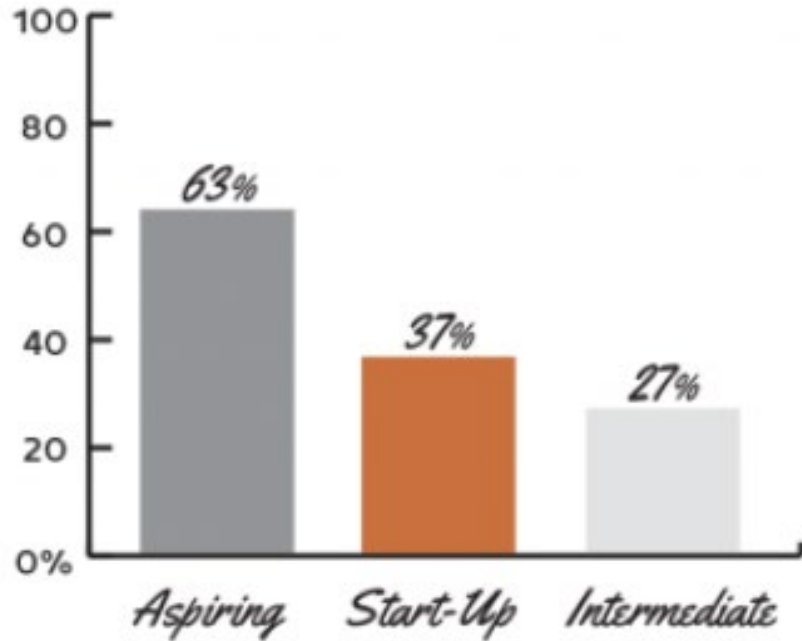
*The **Next Generation Summit** brings together aspiring, beginning farmers, experienced farmers and landowners working toward farm succession in a meaningful way to steward the next generation of farmers.*

Farmland Access Hub

*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*

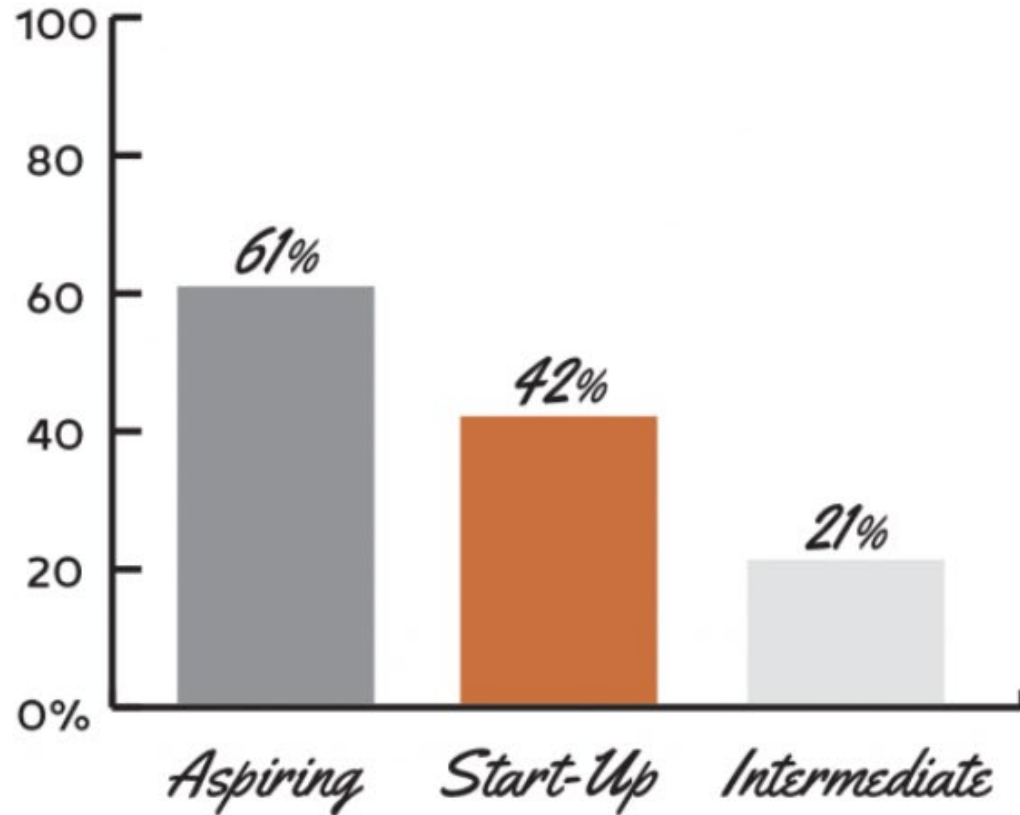
Those who have shared they need a high degree of help developing



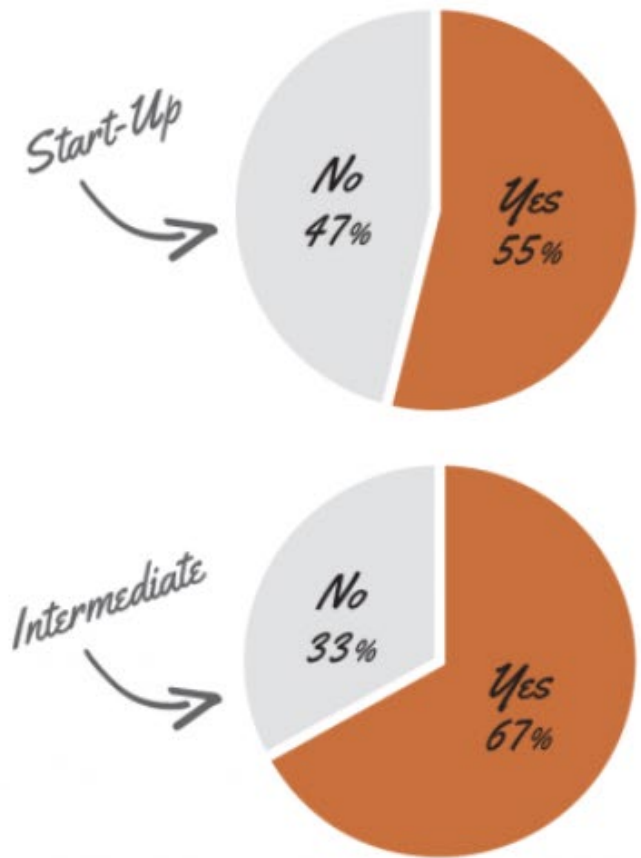
Do you have a business plan?

	<i>Aspiring</i>	<i>Start-Up</i>	<i>Intermediate</i>
<i>Yes</i>	11%	42%	33%
<i>Yes, but incomplete</i>	33%	30%	46%
<i>No</i>	56%	28%	21%

Those who have identified a high degree of help needed towards capital infrastructure:



Beginning farmers who currently have farm debt:



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

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.

Other Resources

At practicalfarmers.org you will find external resources to help you on your journey to farm.

What resources have you found helpful?



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Let's Stay in Touch

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Practicalfarmers.org***

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