



# *Information & Resources for New Farmers* Service Provider Quick Guide

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*University of Vermont Extension* **CENTER** for **SUSTAINABLE AGRICULTURE**

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UVM Extension is a mighty organization, and many of you may be the point of first contact for new farmers in this state. Did you know that the USDA considers anyone with 1-10 years of operating a farm business a new farmer? Our program aims to streamline access to resources and services for new farmers, so they progress from start-up to sustainable farm business more quickly. We hope this guide will help you find useful information for your new farmer clients.

**For more information:** [www.uvm.edu/newfarmer](http://www.uvm.edu/newfarmer), [newfarmer@uvm.edu](mailto:newfarmer@uvm.edu), or 802-223-2389 x203.

**New Farmer Coaching:** In 2011, the Vermont New Farmer Network (a collaboration of organizations around the state, organized by the UVM Extension New Farmer Project) was awarded a 3 year USDA BFRDP grant to develop individualized coaching services for new farmers. Encourage new farmers to contact us directly: [newfarmer@uvm.edu](mailto:newfarmer@uvm.edu) or 802-223-2389 x 203. We send introductory information to new farmers, outlining the resources available to help their farm businesses be successful. We are also happy to answer specific questions and advise new farmers as they start and expand their farm businesses.

**Answering Specific Questions:** Our website is organized into four general areas where new farmers often need support. Factsheets, webinars, links and resource are available within these areas. **Use the “Search” option at the top right of the page to find specific information.** Or give us a call! These “Toolsheds” can be found on the left side menu of the Vermont New Farmer Project website.

- Business & Financial Information (including access to capital)
- Land Access
- Marketing Information
- Production Information

**Resource Guide for Vermont’s New and Aspiring Farmers:** Available online, the resource guide has articles introducing farmers to important considerations for starting farm businesses. Additionally, the guide lists organizations serving Vermont’s beginning farmers and offers brief descriptions of their work. The Guide is great for people getting started farming or new to Vermont.

**Would you like to share  
information, workshops  
or opportunities with  
new farmers?**

***Let us know!***

We'll help you reach new  
farmers through our website,  
blog, e-list, facebook & twitter.

**Looking for Land:** The Vermont New Farmer Project website hosts the **Vermont Land Access Database (LAD)**. Farmers who are seeking land can register and receive support from our land access coordinator. People who would like to make their land available to new farmers (through sale, lease or other arrangement) can post their land listing on the site as well. The Land Access Toolshed has resources on crafting lease agreements, evaluating land for agricultural potential, understanding land use regulations and much more.

**Classes for New Farmers:** Whether considering starting a farm or already managing a farm operation, Vermont New Farmer Project classes have something to offer farmers. Online and in-person at locations across the state, we strive to make classes accessible to all who are interested.

- **Growing Places**—for aspiring and start-up farmers wanting to learn the ins and outs of establishing a farm business.
- **Building a Sustainable Business**—for start-up and re-strategizing farmers ready to create business plans for their operation.
- **Taking Stock**—for farmers with five or more years in operation, wanting a progress check on their farm businesses and to fine tune their goals.
- **Introduction to Ag Financial Management**—for any farmer wanting to better understand financial records and record keeping strategies.

Class dates, times, and registration available online at <http://www.uvm.edu/newfarmer>.

**For more information:**

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[newfarmer@uvm.edu](mailto:newfarmer@uvm.edu)

**802-223-2389 x203**

The UVM Extension New Farmer Project is funded by a USDA Beginning Farmer & Rancher Development Program Grant awarded to the VT New Farmer Network. The Network consists of organizations that serve VT's beginning farmers.

### **UVM Extension New Farmer Project Contact Information**

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Additional UVM Extension New Farmer Project partners include Mark Cannella, Dennis Kauppila, Bob Parson, and Londa Nwadike.