



New Farmer Learning Plan

Vermont New Farmer Network

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Coach _____

Date _____

Name _____

Daytime phone _____

Email Address: _____

Cell phone _____

Postal Address: _____
Street Town State Zip VT County

Preferred contact method (circle one): Email day phone cell phone text message other _____

Based on your coaching session, please rate the most important learning areas for you for the next 3-6 months.

Rate your highest priority a "1" and the lowest priority area a "5."

Learning Areas	Rating
• Setting goals and/or developing decision-making skills.	
• Increasing production knowledge and skills.	
• Increasing business planning skills/knowledge and/or and increasing access to capital and credit	
• Gaining access to land and securing land tenure	
• Increasing marketing skills and information and/or gaining access to markets.	

Learning Plan:

Now, identify specific actions you will take in the next 3-6 months that will help you move forward in your top priority areas. You may choose to focus your efforts on one, two or three priority areas. The goal is to identify next steps to achieving your farming goals. You may also find your learning plan useful in communicating with advisors.

Directions: Action planning templates for each of the five learning areas are provided on the following pages.

1. Briefly state your desired outcome or objective in up to 3 priority areas.

2. List specific action steps you will take to move toward those goals. If you need more than 10 words to explain an action step, it is likely that you are combining several actions into one. Simplify your action steps so you can progress clearly toward your desired outcome.

The second column provides educational opportunities offered by the partnering organizations of the Vermont New Farmer Network. Because several support multiple goals, you will see them listed under multiple learning areas. You are not required to select any of them but please check any that you plan to participate in.

3. Identify resources you will need to accomplish each action step and list them in the "resources" box at the bottom of each learning area. Resources may include time, money, financial records, as well as physical resources. Be as specific as possible, and keep in mind that you may need multiple resources to fully accomplish an action step.

4. Set a date by which each action step should be completed.

5. Track your progress.

Goal Setting & Decision Making

Objective:			
Action Step(s)	Educational Opportunities	Target Date	Completed
	<input type="checkbox"/> Growing Places (course) <input type="checkbox"/> Whole Farm Planning for Beginning Women Farmers (course) <input type="checkbox"/> Taking Stock (course)		
Resources:			

Production knowledge and skills

Objective:			
Action Step(s)	Educational Opportunities	Target Date	Completed
	<input type="checkbox"/> Connect with a regional food & farming org. <input type="checkbox"/> Review online resources <input type="checkbox"/> On-farm apprenticeship <input type="checkbox"/> Workshops/conferences <input type="checkbox"/> Field days/pasture walks <input type="checkbox"/> Intervale Success on Farms program <input type="checkbox"/> NOFA-VT Journey Farmer Program <input type="checkbox"/> College farming programs <input type="checkbox"/> Mentoring from experienced farmer <input type="checkbox"/> View webinars <input type="checkbox"/> Join producer group		(Date)
Resources:			

Business Planning & Access to Capital and Credit

Objective:

Action Step(s)	Educational Opportunities	Target Date	Completed
	<ul style="list-style-type: none"><input type="checkbox"/> Review online resources<input type="checkbox"/> Growing Places<input type="checkbox"/> Building a Sustainable Business Introduction to Ag Financial Basics<input type="checkbox"/> Whole Farm Planning for Beginning Women Farmers<input type="checkbox"/> Intervale Success on Farms<input type="checkbox"/> Consult with an ag lender<input type="checkbox"/> Consult with a farm business advisor<input type="checkbox"/> VT Community Action Coalition programs (low-income requirements)<input type="checkbox"/> View webinars		(Date)
Resources:			

Learning Plan: Access to Secure Land Tenure

Objective:

Action Step(s)	Educational Opportunities	Target Date	Completed
	<ul style="list-style-type: none"><input type="checkbox"/> Connect with your regional food and farming organization<input type="checkbox"/> View webinars<input type="checkbox"/> Review online resources<input type="checkbox"/> Download (and use) the “Land Assessment Checklist”<input type="checkbox"/> Consult with VNFN Land Access coordinator.<input type="checkbox"/> Sign up as a seeker at the LAND database.<input type="checkbox"/> Meet with a lender.		(Date)
Resources:			

Learning Plan: Marketing Skills and Information

Objective:

Action Step(s)	Educational Opportunities	Target Date	Completed
	<ul style="list-style-type: none"><input type="checkbox"/> Connect with your regional food and farming organization<input type="checkbox"/> View webinars<input type="checkbox"/> Review online resources<input type="checkbox"/> Growing Places (course)<input type="checkbox"/> Building a Sustainable Business (course)<input type="checkbox"/> Taking Stock (course)<input type="checkbox"/> Review Vermont Direct Market Pricing website<input type="checkbox"/> Meet with Food Safety/GAPs specialist<input type="checkbox"/> Workshops/Conferences		(Date)
Resources:			

Use this space for other thoughts/ideas related to your learning goals.

Please note: As you complete your first set of action steps and have attained some of your desired outcomes you will want to re-assess your situation and identify a new set of action steps. You may add to this learning plan or start a new one. If, after 6 months you haven't completed your action steps, you should re-assess. Either way, New Farmer Network coaches will be available to help you with the next phase of your farm business development.

Questions? Comments? Contact us any time at newfarmer@uvm.edu or call 802-223-2389.



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