

**United States
Department of
Agriculture**

National Institute of
Food and Agriculture
In Partnership with the
Land Grant Colleges
And Universities

February 2012

Overview of Small Farm Programs

**AT THE LAND GRANT
COLLEGES AND
UNIVERSITIES**

FOREWORD

This overview report on Small Farm Programs at the Land Grant Colleges and Universities is a compilation of on-going small farm activities at the various institutions and is meant to share ideas among projects as well as promote small farm programs, statewide. The intent is also to ensure that small farmers receive first hand information on the types of program activities being undertaken at the various institutions. This report will serve to promote the small farm endeavors being implemented at the institutions. Program accomplishments have also been shared in this report using the logic model which gives an in-depth summary program situation, inputs, activities, outputs and outcomes with the outcomes being reported in measurable terms whenever possible.

For program purposes, USDA uses the description put in place in "A Time to Act: A report of the National Commission on Small Farms" which was published in 1998. This report describes small farms as farms with less than \$250,000 gross receipts annually on which day-to-day labor and management are provided by the farmer and/or the farm family that owns the production or owns, or leases, the productive assets. This description is not intended for use as an eligibility guideline. It is intended to describe the farms that the National Commission believes USDA should give priority consideration, with emphasis on those with the greatest need to improve their net farm incomes. It is worth noting that the size of operation was not a factor in the description.

Many thanks to our state small farm program coordinators for their submissions, and to Ms. Patricia McAleer, NIFA Program Specialist and to Ms. Marietta Pannell, Program Assistant, for their assistance in the successful completion of this project.



Denis Ebodaghe, Ph.D.
National Program Leader for Small Farms
National Institute of Food and Agriculture
Institute of Food Production and Sustainability
Division of Agricultural Systems
Phone: 202-401-4385
Fax: 202-401-1782
E-mail: debodaghe@nifa.usda.gov

ALABAMA

Alabama Cooperative Extension Small Farm Program

The small farm program in Alabama consists of a wide range of activities, conducted by the Alabama Cooperative Extension System, that benefit the small & backyard farmer. Horticulture crops are becoming more diverse as Farmers' Markets increase in number and in local support. Observations show an increase in farm markets such as U-Pick. Small producers range from full-time farmers to backyard homeowners.

Alabama Extension agents provide information and assistance for horticulture crops, food nutrition & safety, water management, and crop management through workshops and farm visits. A major initiative to deliver hands-on workshops to both growers and residential gardeners was initiated by two agents – one Commercial Horticulture and one Home Grounds – after a trip to observe California organic crops in the fall of 2007. These two returned to educate fellow agents about small farm production and start a new partnership between Commercial Horticulture and Home Grounds Agents. What started as 15 workshops from eight agents has now expanded to 16 agents and 50+ workshops per year. Since then we have added a new IPM Specialist to our staff, Dr Ayanava Majumdar, who also sees the benefit in partnering Home Grounds Agents with Commercial Horticulture Agents.

Farmers' Markets and Vegetable Marketing: Extension has given leadership to the development and support of Farmers' Markets where local produce can be marketed to local consumers. There are an estimated 90 Farmers' Markets in the state and at least 10 Extension agents supporting many of them. These markets aid small vegetable farmers in marketing crops and gaining visibility in their communities. Additional information is given to consumers at these markets, promoting support for local growers and the nutrition benefits of fresh produce.

The most successful and stable Farmers' Markets are in urban areas. Our more rural counties are seeing increased popularity in farm visits as these consumers prefer to go "right to the source" at road side markets. This benefits the farmer by reducing transportation costs. A new challenge with these road side markets will be training small farmers about GAP, Good Agriculture Practices.

Horticulture Crops: Extension agents provide information and assistance on crop variety selection, soils, drip irrigation, IPM and cultural practices for increased production. Organic production is still limited to a small number of farmers, but ever growing. Whether marketed under the certified label (USDA Organic) or under similar (such as Naturally Grown), Alabama's small farmers are realizing an added value. Agents continue to participate in training offered by our Specialists at Auburn University and sister institutions, Tuskegee University and Alabama A&M University. One Specialist and one Agent attended the Southern Ag Education Association conference (SAEA) in 2011.

Our hands-on workshops and demonstration field days are open to both growers and home-owners interested in growing vegetable, small fruit and tree fruit crops. With ever shrinking staff, these partnerships become increasingly valuable for program delivery. A blueberry field day in Cullman hosted 150+ interested growers and home gardeners. This ever popular crop appeals to everyone; health benefits, low-input crop, ornamental value, etc. The field day included variety comparisons, establishment pruning for higher yields, field irrigation, and a taste test of 11 cultivars. It was also an opportunity to teach about the new pest pressures, Japanese beetle and Spotted Wing Drosophila, expected to increase in coming years.

An unexpected benefit of including both growers and home-owners is the relationship building between producer and consumer. An emphasis on cultural practices, variety selection and efficient water use is integral to promoting sustainable gardens and crops.

Water, water, water: Increasing prices for municipal water (and for electricity in some areas) and the predictable unpredictability of rain events has turned rain water collection into a new program priority for ACES. We currently have seven on-farm demonstrations teaching construction, capacity and effectiveness of rain water harvesting. These additionally make use of micro-irrigation for greater effectiveness. Combined these systems store 125,000 gallons of water. We are adding seven additional tanks in fall of 2011; collectively storing 11,650 gallons. This is estimated sufficient to irrigate four 1/2-acre plots once a week for six weeks each, and could yield an estimated 1,300 pounds of vegetables. Locations of these demonstrations are well distributed around Alabama for greater visibility and are designed to teach the potential of larger installations.

Paying attention to land management, these rain water systems also work to reduce the amounts of rainwater runoff that transports sediment and other potential contaminants to lakes, streams and other surface water. Reducing this problem for farmers fits requirements from the Clean Water Act.

Low-input/Organic Production: Though a small group in Alabama, we are hearing from more small farmers/growers interested to learn organic farming – either in principle or for organic certification. With support from Dr. Majumdar, we maintain demonstration plots and host field days. Trials exhibiting comparisons of different insecticides, trap cropping and net house vegetable production have been implemented in 2010 and 2011. The 2011 field days at each site (southwest AL, Baldwin county; west AL, Marengo county; northwest AL Lauderdale county) included training on vegetable varieties, plasticulture, insect scouting and management, disease identification and control, sustainable soil systems, net house vegetable production, and rainwater harvesting and irrigation systems.

The 2011 field days saw Organic producers, Naturally Grown producers, organic gardeners, Extension Agents, and school teachers and students. Surveys indicated that 1/3 of the producers attending were interested in Organic certification. Only 20% of participants had attended an organic farming training before, so this field day was very well received and brought requests for more. Participants strongly supported continuation of these demonstration plots for hands-on learning experiences.

Food Nutrition: Our hands-on workshops continue to include food preservation and nutrition information by partnerships with our Food Safety and Nutrition Education agents. They provide segments on food nutrition and food safety for each of the food crops highlighted at a specific event. Fresh produce is important to human health and is more likely part of a family's diet when grown at home. These old partnerships will additionally be effective in the future, teaching GAP to our small farmers.

Other Outreach: Master Gardeners (MG) expand our community outreach efforts. There are 11 MG demonstration gardens promoting the use of drip irrigation and exhibiting food production. We are adding 2500 gallon cisterns to three of these demonstration sites this fall. Many of these gardens are also host sites for numerous community workshops. Alabama is also proud of our Master Gardeners for their support of a state-wide Master Gardener Helpline. Volunteers are trained by Extension to answer information requests regarding home landscapes and gardens. There are now 12 MG offices (down from 14) supporting the toll-free Helpline. Without this project, our Extension Agents would have little time to support growers and sustainable agriculture initiatives.

Contact

Kerry Smith

Alabama Cooperative Extension System

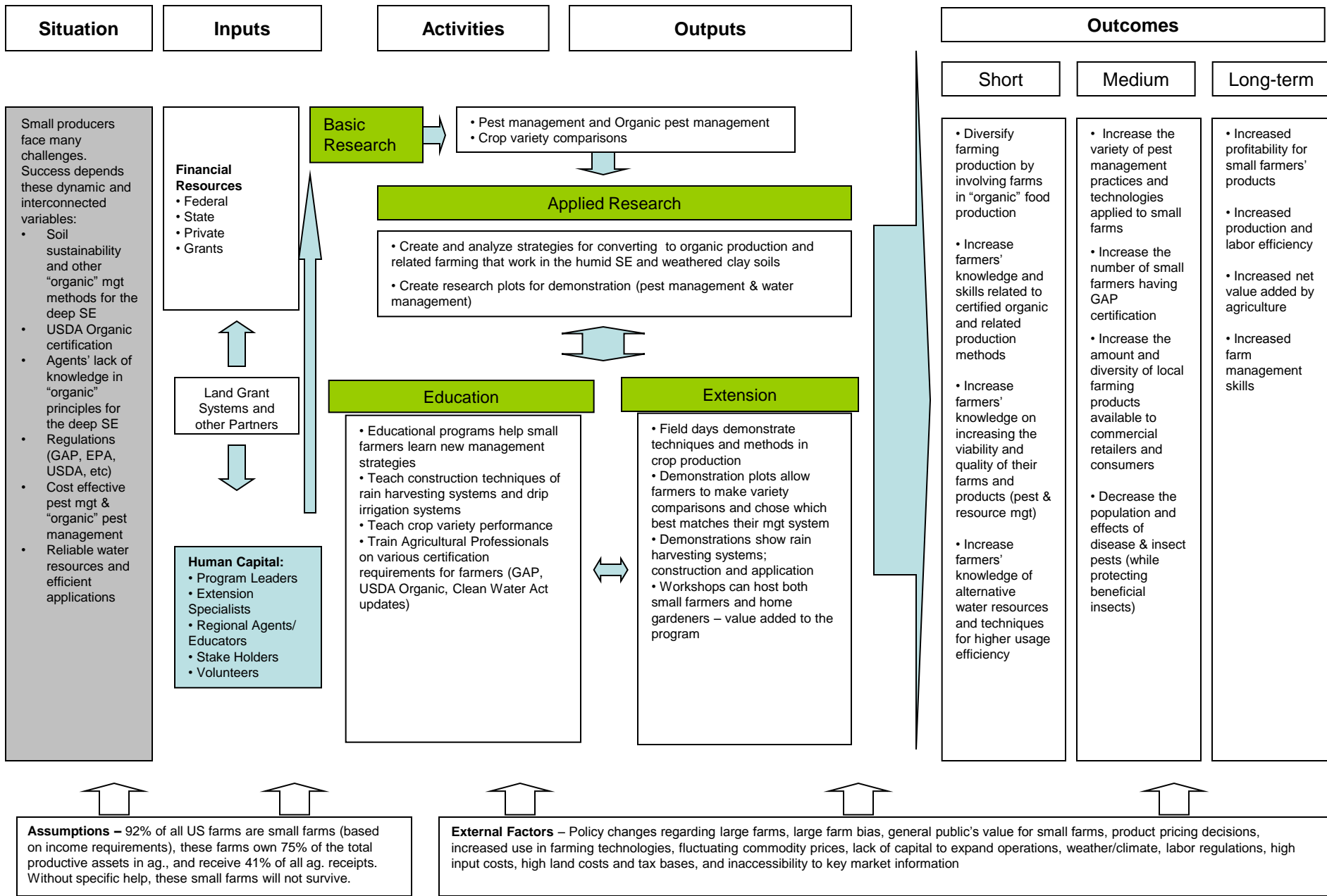
101 Funchess Hall

Auburn University AL 36849

Phone: 334-844-3036

smithkp@auburn.edu

Small Farms: Increasing Marketing Skills and Farm Viability



ALASKA

University of Alaska Small Farms Programming

Program description: Our staff shares its research and extension information concerning production, business, and marketing skills with Alaskan growers. These skills result in more profitable farm operations.

Publications: Numerous publications on farming in Alaska are available from the Cooperative Extension Service, the Agricultural and Forestry Experiment Station, and the School of Natural Resources and Agricultural Sciences at the University of Alaska Fairbanks.

Publications from the Alaska Cooperative Extension Service are listed at:

<http://www.uaf.edu/ces/>

Publications from the School of Natural Resources and Agricultural Sciences and the Agricultural and Forestry Experiment Station are listed at: <http://www.uaf.edu/snras/>

Contacts

Milan Shipka, Program Leader and Associate Director
Agriculture and Horticulture Extension
Agricultural and Forestry Experiment Station
University of Alaska-Fairbanks
P.O. Box 757200
Fairbanks, AK 99775-7200
Phone: (907) 474-7429
E-mail: mpshipka@alaska.edu

Franci Havemiester, Director
Alaska Division of Agriculture
P. O. Box 949
Palmer, AK 99645-0949
Phone: (907) 761-3867
Fax: (907) 745-7112

Alaska Small Farms Program Logic Model

Situation:

- Alaska has a land mass equal to 20% of the lower 48 states. The majority (67.7%) of the estimated 692,314 people (State of Alaska Department of Labor and Workforce Development, 2009) live in the major centers of the Municipality of Anchorage, and the Matanuska Susitna and Fairbanks North Star Boroughs. A significant proportion of the population lives in rural communities scattered throughout the state, with very few of these communities connected to the urban centers by a road or rail system (Fig 1).

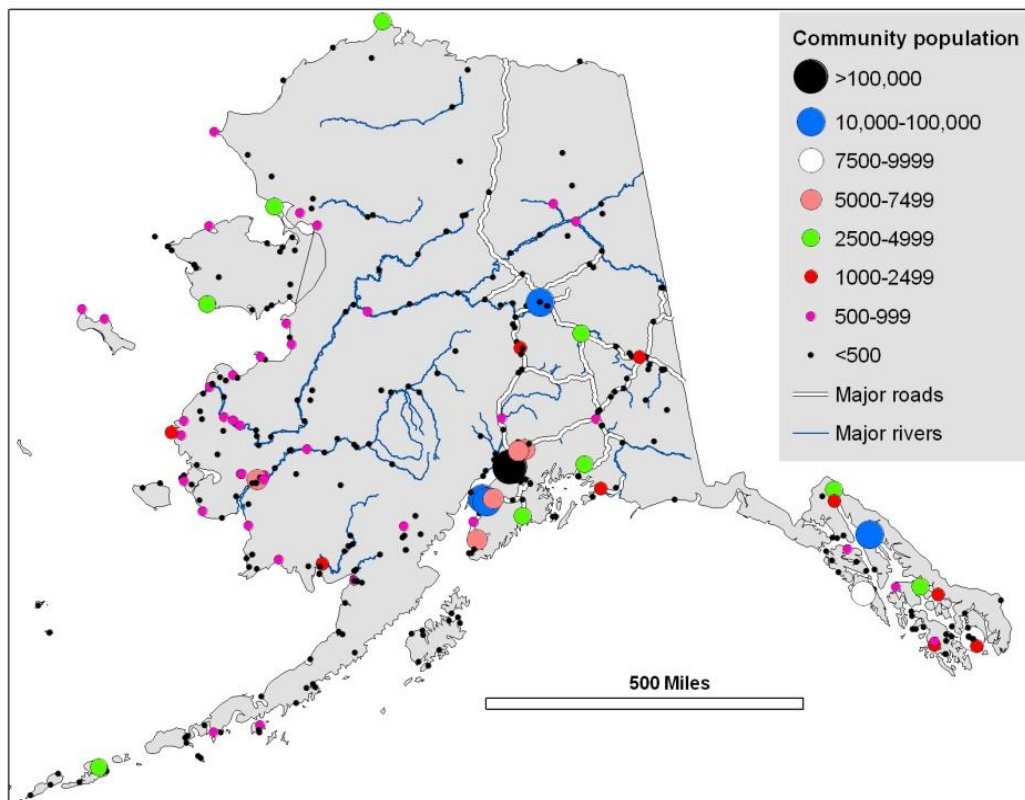


Fig 1. Population distribution within the state of Alaska

- According to the Alaska Agricultural Statistics compiled by the National Agricultural Statistics Service, in 2009, the most recently reported year, Alaska had 680 farms. 360 farms had economic sales ranging from \$1000 to \$9999 and 320 farms had economic sales great than \$10,000. Total cash receipts for farm marketing for 2009 for all commodities was \$31,919,000
- Alaska imports most of the food consumed in the state. Unverified estimates range from 90 to 95% of food consumed in the state being imported from outside the state
- Alaskans are hungry for Alaska grown products
- Using the National Commission on Small Farms' definition of a small farm as a farm with annual gross sales revenue of less than \$250,000, all farms in Alaska are small farms

- Using the Economic Research Service definition of a small farm as a farm with less than \$50,000, only a very few farms (likely less than 10) are not small farms.
- Alaska Small Farms Program receives no specific funding from State and Federal sources.

Inputs:

- 5.5 district agent positions in the Agriculture and Horticulture Program (currently two vacancies) plus 2 additional grant funded agent positions (currently one vacancy)
- 1.25 specialist positions, 0.75 horticulture specialist and 0.5 livestock specialist
- Volunteers (Master Gardener and 4H)
- Office equipment and some percent of office staff time for agents and specialists
- Time and space allocated from workshop during various conferences during the year
- Collaboration with other Cooperative Extension programs at UAF (4H, Home Health and Family Development, Natural Resources and Community Development) and with the School of Natural Resources and Agricultural Sciences/Agricultural and Forestry Experiment Station as well as other schools and departments in the UA system
- Collaboration with NRCS, ARS, FSA and other USDA agencies
- Collaboration with Alaska Division of Agriculture, State Veterinarians Office, Department of Natural Resources, Department of Environmental Conservation and other State of Alaska agencies.

Outputs:

- Alaska Growers School; Beginning Farmer and Rancher Development Program
- Composting and Vegetable Production Series
- Winter Animal Science Series
- Pasture Management and pasture renovation workshops
- SARE conference plus added topics and guest speakers
- Vegetable and Potato Growers Conference
- Peony Growers Conference
- Master Gardener course offerings
- Support for:
 - Peony Growers Association
 - Alaska Diversified Livestock Association
 - USDA Natural Resource Conservation Service Programs
 - High Tunnel Program
 - EQIP
- Sustainable Livestock Production Conference
- Integrated Pest Management Program
- Harvest wrap up farmer – researcher meeting

- One-on-one farmer consulting by agent or specialist
- Agriculture and Food Safety Publications

Outcomes:

Short-Term

- Target audience will gain increased knowledge of production practices and put new knowledge to use in small farm management
- Target audiences will increase communication with like producers and with extension personnel across our vast state
- Increase political support for Alaska agriculture

Mid-Term

- Target audience will put new knowledge of production practices to use and increase supply of Alaska grown products
- Increase knowledge of optimum production practices will increase production efficiencies and improve profitability for existing farmers
- More people will see opportunities in Alaska small scale farming
- Stronger Alaska food economy due to:
 - Improved profit potential
 - Increase in agriculture support opportunities and jobs

Long-Term

- Reduced food insecurity and hunger
- Increased expenditure of Alaskan's income on Alaska grown food supporting local farmers
- Increased income expenditure by farmers in local economies
- Green job creation in food and farm related businesses
- Economic opportunities created in rural Alaska.

Recent impact results:

- 1) Reproductive success in cattle herds is among the most important components of cattle operation success. Alaska farmers and ranchers have received training from the Extension Livestock Specialist in the use of new cattle management opportunities using technologies developed through research at UAF and other western universities and research stations. A quote from one rancher in the Delta Junction area sums up CES effect when he writes in reference to the use of CIDR for cow synchronization and breeding and says "You were the one that got us going on those and I use them now exclusively on all our cows. They have made my life so much simpler "
- 2) The Chicken University program has been conducted around the state and is partially responsible for the Anchorage City Council now allowing the keeping of chickens in Anchorage
- 3) Using pre- and post-test scores during the Winter Animal Science Series during the winter of 2010-2011, average test scores increases were:

- a. 38 percentage points for animal nutrition
 - b. 42 percentage points for genetics and animal breeding
 - c. 61 percentage points for animal reproduction
 - d. 69 percentage points for animal health and disease
- 4) Programming teaching farmers how to use precision agriculture techniques has resulted in the adoption of at least some of the PA techniques by 10 farms
 - 5) As a specific result of the pasture management workshops held during the fall and winter of 2010, eight requests have come to one agriculture agent from workshop participants who are working on pasture renovation on their farms
 - 6) In response to grower requests for an English/Russian version of a University of Idaho English/Spanish Potato Field Guide, grant monies were obtained in a multi-state work effort with the University of Idaho to create a field guide English-Russian and Russian-English translation for guide to Alaskan potato pests
 - 7) A series of gardening and composting classes in Dillingham aimed at enhancing local food production in this rural (no road access) area of Alaska has stimulated interest in vegetable growing and played a role in bringing about the farmers market in this Bristol Bay region community
 - 8) One Agriculture and Horticulture Agent involved many Agriculture and Horticulture Program faculty and staff to secured funding from the USDA Beginning Farmer and Rancher Development Program to develop and deliver the Alaskan Growers School with the goal of giving 120 students (mostly rural and Alaska Native) the knowledge and skills to grow enough food for themselves and 10 other families. To date 40 students have attended the beginning growers' school through distance delivery methods and 11 participants came to Fairbanks for the two weeks face-to-face Alaskan Growers School and Experiential Learning Course.

CALIFORNIA
University of California Small Farm Program

The University of California Small Farm Program focuses on the challenges and opportunities of California's small-scale farm operators. The statewide program develops production and marketing research aimed at the needs of small- and moderate-scale farmers, and provides that information to farmers who are often not reached by traditional extension programs.

The program's clients include limited-resource farmers, many of whom are immigrants with a variety of cultural perspectives and language barriers. In particular, we serve a large number of Hmong, Mien, Chinese and Mexican immigrants. Another large segment of the program's clientele is highly entrepreneurial and dedicated to sustainable agricultural practices. Other clients have become involved in agriculture as a second career, often returning to operations previously run by other family members.

The Small Farm Program consists of:

Small Farm Program staff located at UC Davis: Our core staff includes the Director, which is an academic position, an agritourism program coordinator, and a communications coordinator. This staff serves as an information clearinghouse and coordinates grant activities

Small Farm advisors: Located in various California counties as part of UC Cooperative Extension, these farm advisors are academics who conduct research and outreach, and interact directly with farmers

Small Farm workgroup: To further broaden the program's research and outreach scope, staff members work regularly with other farm advisors, faculty, specialists and interested professionals.

The program's mission is to enhance the viability and profitability of California's smaller producers, who are a very diverse group. Regardless of their backgrounds, smaller producers face challenges that are different than those addressed by many other Cooperative Extension programs. They cannot achieve economies of scale to compete as low-cost producers; instead, they must position themselves as niche marketers. Thus, emerging specialty crops form the cornerstone of our program. While emerging specialty crops offer the potential for high prices, they also require significant research efforts. Almost by definition, there is no funding available from commodity boards to support these research efforts; thus, the Small Farm staff plays a key role by seeking out grant funds to support the Small Farm Program advisors' research and outreach activities related to these crops. We were awarded the Diversity Award in 2010 by the Association of Public and Land Grant Universities and USDA-NIFA.

Although the Small Farm Program advisors all have expertise in agricultural production, they must also take a multidisciplinary approach when working with their clientele. In addition to specialty crops, our program areas include organic production, animal agriculture, food safety and postharvest handling, farm management, agritourism, farmers markets, adding value, and cooperatives. Most smaller producers are highly diversified to maximize their direct marketing opportunities. They have to be involved daily in all aspects of their farming enterprise, such as addressing production issues, arranging workers compensation insurance for family members who work on the farm, monitoring packing shed activities for outgoing farmers market loads, negotiating with a new local grocery account and planning for planting new perennial crops. Small Farm Program advisors address issues related to all of these activities in their work with producers. They present their advice from an integrated perspective of the entire enterprise—recognizing such factors as a producer's language skills, lack of familiarity with various government regulations, distance from urban markets and limited transportation resources.

To maximize the effective of our outreach programs, we first conduct needs assessments. We surveyed immigrant Hispanic farmers regarding their information needs. We also surveyed agritourism operators to identify their greatest challenges; our findings were reported in the April-June, 2011 issue of the University of California peer-reviewed publication, *California Agriculture*.

Outreach is a critical element of the UC Small Farm Program. Our outreach efforts include:

- Workshops
- Crop field days
- Demonstration plots
- A Hmong radio broadcast program
- Grower-oriented publications, such as the Small Farm Handbook
- Website at www.sfp.ucdavis.edu
- Online newsletter, Small Farm News, that is also emailed quarterly to subscribers
- One-on-one consultation and collaboration with producers through on-farm field research
- Online newsletter regarding agritourism, California AgTour Connections, which is also emailed bimonthly to subscribers
- CalAgTour, a searchable database that lists agritourism sites and events
- [California Agricultural Almanac](http://www.sagecenter.org). We partnered with SAGE at UC Berkeley(www.sagecenter.org) to introduce this website, which links our CalAgTour database to provide an interactive web-based mapping portal that for the first time brings together information on farming areas, crops, farms, markets and farm-related events
- AgTour-Connect listserv is an email discussion group for agritourism operators, farmers and ranchers considering agritourism operations, agritourism organizers, farm advisors, tourism professionals, county planners and regulators, and anyone else involved in the business of California agritourism
- California Small Farm Conference is organized annually by the Small Farm Program along with various USDA agencies, farmers market associations and several nongovernmental organizations

Collaborative efforts are key for the UC Small Farm Program. To capitalize on the program's limited resources, advisors collaborate closely with each other, and frequently engage cooperating clients to aid in their field research. The program works closely with various USDA agencies. We partner with a UC team, the Agriculture and Nature Tourism Workgroup, to conduct our agritourism program. The Small Farm Program advisors collaborate with outside organizations such as Woodlake Pride, the Hmong-American Association of Fresno, California Rare Fruit Growers Association, California Polytechnic University at San Luis Obispo, and UC Santa Cruz's Center for Agroecology & Sustainable Food Systems to strengthen their outreach efforts. As noted above, we collaborate annually with USDA agencies and numerous other organizations to organize the California Small Farm Conference, which involves field courses, 25 workshops, plenary sessions, a tasting of local foods and an awards banquet.

Our newest efforts include conducting mock food safety certification audits as part of our food safety training efforts for smaller farmers. In 2011, we collaborated with the Hmong-American Association of Fresno to organize the first Hmong Specialty Crops and Medicinal Herbs Conference. We are partnering with the High Sierra Resource Conservation and Development Council and several UC Cooperative Extension livestock advisors to create a searchable online directory of livestock harvest and processing facilities in California. We will soon be holding the first California Agritourism Summit; we have invited agritourism leaders from all over the state to strategize about building better support for agritourism operators in California. Agritourism can be an important risk management tool for smaller farmers seeking to diversify their income sources. We are also teaming up with UC Cooperative Extension farm advisors, County Farm Bureaus, and other partners to offer interactive and results-driven agritourism planning classes for farmers and ranchers in both the Central Sacramento Valley region and the Fresno/San Joaquin Valley region. Soon, we will be collaborating with several Farmers Market Associations to organize market bus tours for small farmers.

Contact

Shermain Hardesty, Director

University of California Small Farm Program

Ag & Resource Economics

Davis, CA 95616-8699

www.sfp.ucdavis.edu

Telephone: (530) 752-0467

sfpdirector@ucdavis.edu

*University of California Small Farm Program 2008 – 2011
Farming for Success: Effective Management of California's Small Farms*

Situation	Inputs	Activities	Outputs	Outcomes		
				Knowledge	Actions	Conditions
<p><i>As of the 2007 USDA-NASS Census of Agriculture:</i></p> <ul style="list-style-type: none"> •California has the second largest concentration of minority farm operators in the US, accounting for 30 percent of Asian producers, 17 percent of the Hispanic, 4 percent of the Native American, 1 percent of the African-American, and 13 percent of the Hawaiian and Pacific Islander producers •19% of principal operators in California were members of minority ethnic groups, of which 11% belonged to the Hispanic population and 5% to the Asian population. The numbers of Hispanic/Latino farmers, in particular, have grown significantly over the last 20 years, almost tripling from just 3,471 farmers in 1987 to 9,118 in 2007. •California had 68,536 small farms by the USDA definition, or 85% of the state's farms were considered small 	<ul style="list-style-type: none"> •Small Farm Program staff •Core regional advisors •Small Farm Workgroup •University CE specialists •USDA agencies •State agencies •Regional agencies •CA Farm Bureau •Technical experts •Community groups •Cultural advisors •Translators •Farmers 	<ul style="list-style-type: none"> • Conducted a survey of immigrant Hispanic farmers regarding their assistance needs, preferred learning methods and awareness of UCCE and USDA programs • Demonstration projects in fields • Biweekly call-in Hmong and weekly Spanish radio programs on ag issues • Newsletter—Small Farm News • Bilingual (Spanish, Hmong, Cantonese) workshops regarding production of various crops, state & federal regulations (water quality, labor, insurance), food safety training, marketing strategies, USDA programs 	<ul style="list-style-type: none"> •Survey data regarding 43 immigrant Hispanic farmers •An estimated 240 socially disadvantaged farmers across California gain a solid introduction to farm planning and management •Approximately 750 socially disadvantaged farmers learn regionally calibrated information on production of various specialty crops •An estimated 480 socially disadvantaged farmers were introduced to USDA programs that offer resources to help them in their farming enterprises 	<ul style="list-style-type: none"> • SFP advisors learned that: 81% of immigrant farmers surveyed never use the Internet; are most likely to sell their crops through wholesale; at least 75% were very interested in getting more information about various marketing topics, USDA crop insurance and loan programs. •Socially disadvantaged farmers obtained knowledge about growing blueberries, strawberries, pitahaya, and various Asian specialty crops •Socially disadvantaged farmers obtained knowledge about state & federal regulations •Socially disadvantaged farmers obtained knowledge about effective marketing in wholesale and farmers markets •Socially disadvantaged farmers obtained knowledge about effective seeding, irrigation & pesticide management methods •They learned about other organizations where they can obtain ag information and resources 	<ul style="list-style-type: none"> •More socially disadvantaged farmers are selling their crops at higher prices and marketing through more outlets •Fewer socially disadvantaged farmers are violating state and federal labor and environmental regulation •More socially disadvantaged farmers are planting the appropriate crops and varieties, and are using the correct seeding, irrigation and pest management methods •More socially disadvantaged farmers are obtaining assistance from ATTRA, USDA-NRCS, USDA-RMA, and USDA-NRCS 	<ul style="list-style-type: none"> •Increased percentage of socially disadvantaged farmers that manage successful farming operations •Increased farm profitability for socially disadvantaged farmers •Increased participation of socially disadvantaged farmers in USDA and Extension programs •Increased niche market opportunities for socially disadvantaged farmers •Increased use of environmentally sustainable production practices among socially disadvantaged farmers

University of California
Agriculture and Natural Resources

Small Farm Program

*Making a Difference
for California*

COLORADO

Colorado State University Small Farm Activities Update

Target audience

Colorado State University (CSU) is refining its efforts to provide technical assistance to Colorado's small farms and ranches by targeting program and information delivery to agricultural producers with a commercial focus and gross annual sales between \$1,000 and \$250,000, while also assisting those very small farms that have gross annual sales under \$1,000 and are moving toward commercial viability. For Colorado 2007 Census of Agriculture data indicate that, in terms of numbers of farms, 54% have sales between \$1,000 and \$250,000 annually, while nearly 8% have annual sales of more than \$250,000, but 38% have sales under \$1,000 per year. In 2002, 64% of all farms fell in our small farm target group, and 30% were considered very small farms. Overall, sales from medium and large scale farms contribute the greatest amount to the market value of Colorado's agricultural output. Farms with more than \$250,000 in annual gross sales comprised 88% of the market value, while those in our target audience contributed 12% to total market value.

There are two types of smaller-scale commercial crop and livestock operations—those that engage in some form of direct marketing to consumers (usually based on specialty crop or livestock products) and those that sell their output through more conventional channels. The type of market channel distinguishes our small farm target population as those clients involved in direct marketing typically need more assistance locating, accessing and planning for more management-intensive marketing channels. Since direct market outlets are not easily accessible in some parts of the state, our clients are not evenly distributed either. In fact, CSU Extension, which delivers outreach programming and technical assistance from CSU's campus- and field-based research, has found that areas of high demand for these services are primarily: 1) the northern Front Range (from Denver north to the Wyoming line); 2) the West Slope's fruit and vegetable producing area; and 3) the Southwestern area of the state. As other areas begin to see growth in consumer demand for more localized agricultural products, and producers begin responding to that demand, we intend to expand our outreach to meet that need.

Program activities and outputs

CSU's program activities directed at small farms include research and outreach in conventional and organic crop production, business management and marketing. The primary on-campus departments supporting small farm development in Colorado are: Horticulture and Landscape Architecture's Specialty Crops Program (<http://www.specialtycrops.colostate.edu/>), Agricultural and Resource Economics (<http://dare.colostate.edu/index.aspx>), Soil and Crop Sciences (<http://soilcrop.colostate.edu/>), Animal Sciences (<http://ansci.colostate.edu/>), Bioagricultural Sciences and Pest Management (<http://www.colostate.edu/Depts/bspm/>) and the Veterinary Teaching Hospital (<http://csuvth.colostate.edu/>).

For example, the Specialty Crops Program within the Department of Horticulture and Landscape Architecture at CSU aims to help growers master production systems, and explore and develop market opportunities for their specialty crops. Included in this class of specialty crops are vegetable, nursery and ornamental plant materials (including turf), fruit, fiber products, flowers, specialty crop transplants and herbs. This program was developed through shared funding awarded from the USDA, through the Colorado Department of Agriculture. Projects that have benefited Colorado growers to explore and develop market opportunities include: [Colorado Garlic: Expanding Markets Through Improved Cold Storage Methods](#); [Hop Variety Test in Western Colorado](#); [Winter Vegetable Crop Production and Marketing](#); [Use of On-farm Cover-crops for Fertility in Organic Fruit Production](#); [Controlling Weeds Using Propane Generated Flame and Steam Treatments in Specialty Crop and Non-Croplands](#); [Japanese Beetle Eradication from Palisade, Colorado](#); [Integrated Management of Sap Beetles in Western Colorado](#); [Sweet Corn](#); [Enhancing the Production of Certified Strawberry Nursery Stocks in the San Luis Valley](#); [Organic Fruit Marketing Research Project](#); [Growing Seedless Watermelon in the Arkansas Valley](#); [Drought Tolerance of Bedding Plants](#); and [Marketing Colorado Wine Trails](#).

The Department of Agricultural and Resource Economics provides marketing and business development research that is used in Extension programming with clients throughout the state. Examples of the small-farm oriented research include: agricultural marketing and price analysis such as projects investigating retail pricing in numerous fruit and vegetable markets; analyses that aid producers and retailers to competitively market their products and services to a more demanding customer through labeling and other differentiation; and investigating how to improve entrepreneurial activities, including strategic positioning, direct and niche marketing, investment analysis for capital-constrained managers and succession planning. Related outreach activities include supporting CSU Extension's food systems activities, value-added agricultural business development, and the Colorado Building Farmers Program.

The Colorado Building Farmers Program is the cornerstone of CSU's small farm program, and is an eight-week course designed to help new, intermediate and experienced farmers assess their ability to start and maintain a new farm operation, or grow and improve the business management of an existing one. Each program has oversight and direction from a local advisory committee. In 2007 this program was launched in Boulder County and has since helped beginning farmers learn how to better manage their business risks in other areas of the state including La Plata, Montrose, San Miguel and Pueblo Counties. Beginning this year, the program will expand to Larimer County in northern Colorado and be presented in an urban agriculture context in the Denver metro area.

The program offers weekly networking, business planning, management and marketing classes presented by experienced, local farmers and ranchers and agriculture professionals. Farmers and ranchers provide first-hand information on topics such as developing cost-effective production strategies, projecting seasonal labor needs, and diversifying production enterprises. The program also helps participants understand how to plan for and succeed in local markets, and provides access to producer networks for ag inputs, financing, technical support, water resources, etc. Colorado Building Farmers (CBF) culminates with participants presenting their own business plans to fellow classmates and others who offer feedback on feasibility, strengths and recommended improvements. A total of 105 new, intermediate and experienced farmers have participated in the CBF courses offered in 2007, 2008, 2009 and 2010.

Overall results indicate that the course is meeting CSU Extension's goal of helping farmers manage risk and identify appropriate business growth strategies by developing business plans. For example, evaluation data show that after the class business planning is no longer a limitation to almost 100% of respondents. In fact greater than 70% of respondents indicated that having a well-defined business plan has a moderate to great impact on their businesses. CBF teaches recordkeeping as a key tool in business planning and management. A majority indicate that their financial, production, and harvest records have contributed to better decision making in their businesses—another key risk management skill for beginning farmers. The surveys also revealed that this new generation of farmers and ranchers is fostering economic development by increasing their investments in production inputs, durable equipment, land and employees (including marketing agents) as their businesses grow from year to year.

A grant from the Western Center for Risk Management Education in 2009 allowed the CBF program to expand to four other Colorado counties. The program's overall success resulted in Colorado and a consortium of partner states receiving a three-year, \$748,000 grant from the USDA Beginning Farmer and Rancher Development Program to create Building Farmers in the West. The six-state Building Farmers program is training producers in Colorado, Idaho, Oregon, New Mexico, Nevada and Washington to successfully enter and compete in emerging markets through classroom and experiential learning tailored to their individual communities.

Other recent tools developed to support small farm and ranch clients include a website that compiles food safety and regulatory information for producers exploring a variety of direct marketing channels in Colorado (www.cofarmtomarket.com), and a farmers' market price reporting project that compiles fresh vegetable, fruit and meat prices from markets around Colorado. This reporting is a new information product intended to help producers understand how price points differ by market; see what products are available in other markets, and plan for future production by better estimating revenues over the course of the production season (<http://www.coopext.colostate.edu/ABM/marketreports.htm>).

Partnerships and collaborative efforts

Support and development of commercial small farm enterprises is built upon collaboration with many organizations including the USDA's National Institute of Food and Agriculture; the Farm Service Agency; the Natural Resources Conservation Service; Western SARE; the Western Center for Risk Management Education; the Colorado Department of Agriculture's Markets Division and Consumer Inspection Division; the Colorado Department of Public Health and Environment; Colorado Farmers Market Association; LiveWell Colorado; county Extension offices; county commissioners; experienced agricultural producers who offer their time to teach and mentor beginning farmers and ranchers; and local consumers who appreciate the variety and quality of Colorado's agricultural small farm and ranch products.

Contact

Martha Sullins

Colorado State University Extension

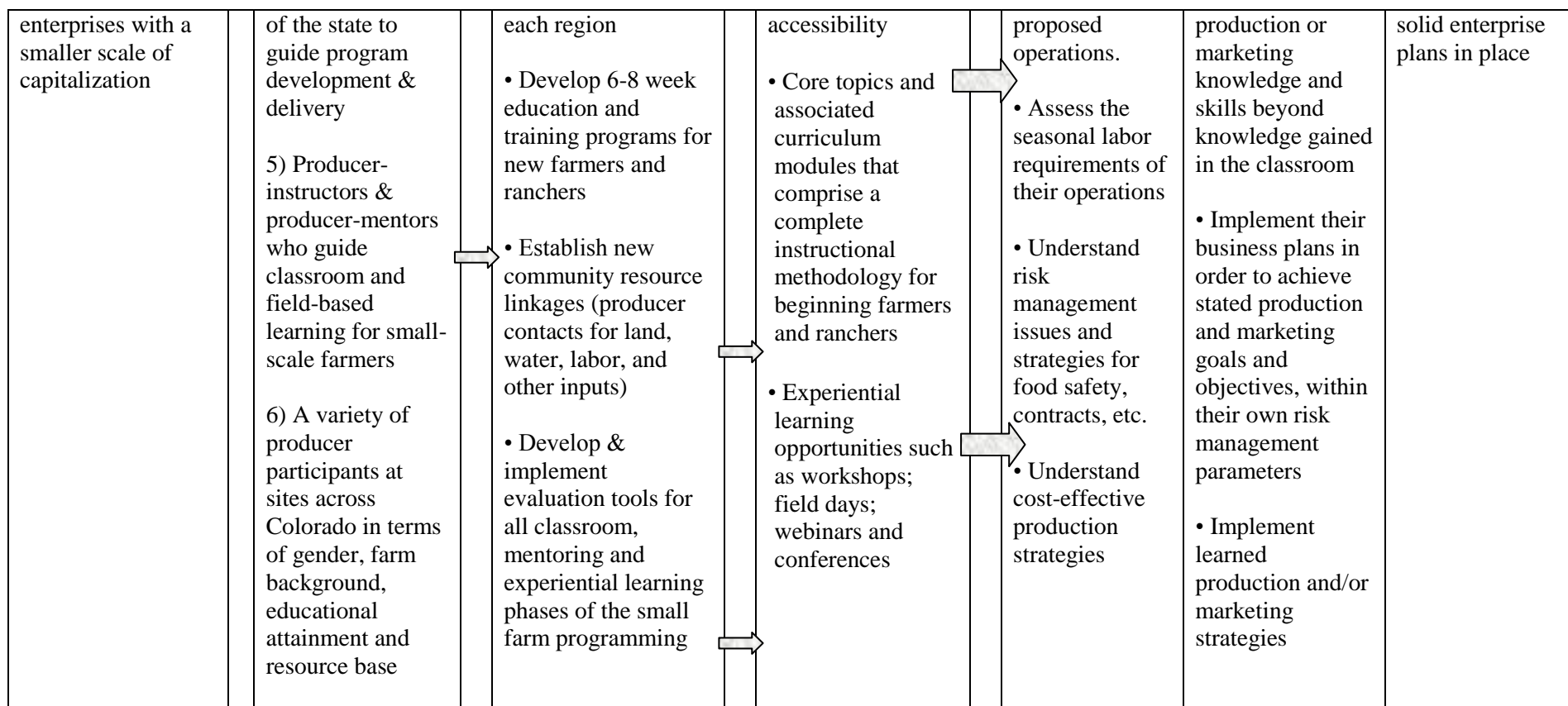
1525 Blue Spruce Drive, Fort Collins, CO 80524-2004

Phone: 970 – 498 – 6006

Martha.Sullins@colostate.edu

Logic Model for Colorado's Small Farm Program

Situation	Inputs	Activities	Outputs	Outcomes for new & transitioning farmers & ranchers, who will:		
				Knowledge	Actions	Conditions
<p><u>Farmers face:</u></p> <ul style="list-style-type: none"> • emerging yet unfamiliar markets for high-value specialty crops and livestock • unfamiliarity with alternative ag production systems to match consumer interests in new marketing channels • need for additional resources to enter new markets • lack of knowledge on developing a strategic plan to manage a sustainable & profitable farm or ranch business • lack of budgeting tools targeted at fresh produce 	<ol style="list-style-type: none"> 1) Colorado State University Extension faculty & staff from several departments, as well as colleagues from other land grant institutions. 2) Non-profit farm & ranch, marketing, and local food systems organizations: <ul style="list-style-type: none"> • Farm to Table, • Rocky Mountain Farmers Union, • Healthy Community Food Systems 3) Existing curricula & decision tools (to be oriented to identified needs of new farmers) 4) Producer advisory panels in each target region 	<ul style="list-style-type: none"> • Annual meetings and quarterly conference calls among team members across the state • Research, development & testing of new planning, management and decision tools useful for managers that produce and market high-value specialty crops for smaller acreages • Format program delivery modules for core and specific regional needs • Enlist peer reviewers (university & partner organizations) for each module • Establish producer advisory boards in 	<ul style="list-style-type: none"> • Building Farmers training programs that address local input availability and constraints & local marketing opportunities • Mentorship programs in some areas to provide hands-on training for the programs' classroom producer participants • Experiential learning pilot program to extend farmer knowledge & resources, subsequently replicated in 2 other sites in Colorado. • Building Farmers curricula available in different electronic & print formats to increase 	<ul style="list-style-type: none"> • Understand the risks and opportunities associated with the direct and targeted wholesale marketing of output from their operations • Know how to complete baseline records and budgets to link production and marketing decisions • Acquire community business contacts and know how to access local business resources. • Evaluate the availability of inputs for their 	<ul style="list-style-type: none"> • Develop a mission statement and goals and objectives to guide development of their operations • Estimate costs of production for enterprises or whole farm plan • Identify and access their proposed marketing niche, define their customer base and location, and describe proposed marketing venues, channels and partners • Apply for mentorship from established producers in their area who can help deepen their crop 	<ul style="list-style-type: none"> • Information and transactions costs associated with production & marketing of alternative and specialty crops decrease significantly for new farmers and ranchers • Barriers to entry into new markets are reduced for new and transitioning farmers and ranchers • Better equipped University and community partners will provide more effective technical assistance to producers with



DELAWARE

Delaware State University Small Farms Extension Program

Program Overall Goal: to address the decline of small and limited resource / minority farmers in Delaware by utilizing traditional and innovative strategies in, production, marketing, business and “whole farm” management. Our agricultural extension program provides these farms opportunities in niche and alternative markets to increase their profits.

The **methods of outreach** for our program staff is to educate through:

- One – on –one farm visitations, which gives farmers a chance to work on their specific problems, without needing to search out the proper resource person. This normally will include multiple visits per farm to resolve issues or complete plans or projects
- On-farm demonstration sites that are held at cooperating producers’ farms in the project areas to demonstrate methods and recommended practices/technologies for growing and marketing ethnic crops and other alternative enterprises. Farmers receive information and training on growing new enterprises, production methods to improve productivity and reduce costs. Demonstration sites include pole lima beans, hot peppers, herbs, organic vegetables, small ruminants and pastured poultry. On farm information received from these demonstration sites also helps educators and specialists in producing valuable factsheets that are distributed to all interested farmers, as well as holding tours for other interested farmers
- DSU holds an annual two day “Profiting from a Few Acres” conference, which deals with many current topic including: marketing, risk management, alternative enterprises, farm management and more. There has been more than 80 producers attend to hear speakers from across the country and join in on the networking with other farmers
- DSU has a newly remodeled mobile teaching center “Mobile Entrepreneur Training”, which is a classroom that can go to the farmers, so they can save on their time and fuel. MET is equipped with computers and internet, which is a tool to assist farmers on web and multimedia, understanding business software and other farm management strategies
- The DSU Small Farms Program staff is affiliated with 34 Delaware Farm Organizations that include the Delaware Farm Bureau, Delaware Forestry Association, Delaware Nursery and Landscaping Association, Delaware Soybean Board, Delaware Pork Producers, Delaware Beef Advisory Board, Delmarva Poultry Industry, and many more
- Workshops are offered by specialists, agents and educators at a wide variety of locations across the state on topics decided by the farmers we serve. The past two years our program held over 30 workshops, and an annual, week-long, conference known as “Delaware Ag Week”, which was an event DSU partnered with Delaware Department of Agriculture and University of Delaware.
- The DSU Small Farms Program is presently working with 82 farm families that are diverse and represent a cross section of Delaware Agriculture. The common thread between them is they all are limited resource farmers in the enterprise they chose.

Contact

John W. Clendaniel

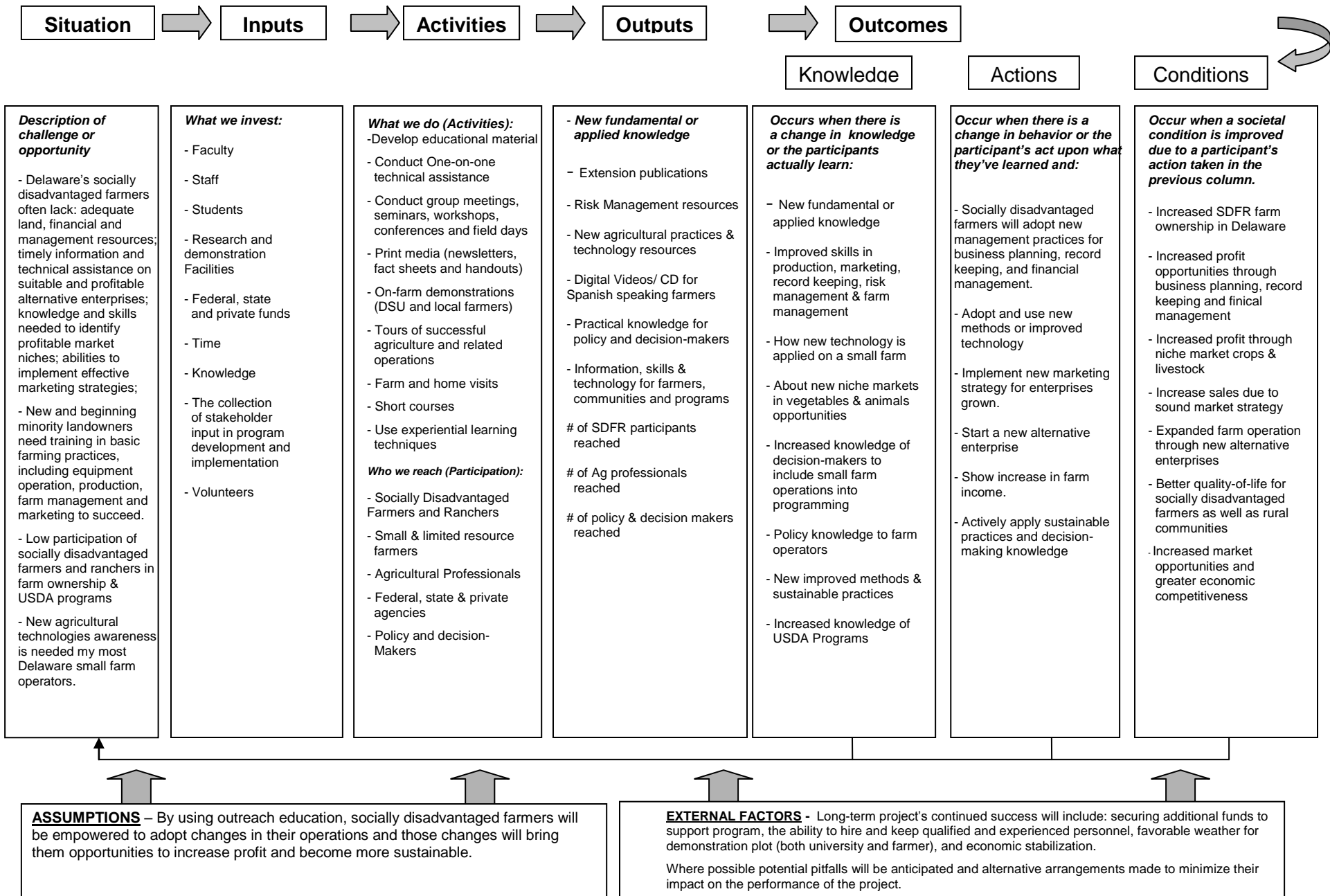
Farm Management Specialist & AgNR Program Leader

Delaware State University

Phone: 302 - 857-6425

jclendaniel@desu.edu

**Delaware State University
Ag & Natural Resources Extension
"Small Farms Program"**



FLORIDA

University of Florida Small Farms Statewide Educational Program Efforts

Florida Small Farms Situation Statement: Small farms in Florida have traditionally represented a quiet, little-known, part of the agriculture industry. Recent changes, led by new consumer demands, have triggered many diverse opportunities to direct market specialty products throughout the state. Because the small farm industry in Florida has not been highly visible, the small farmers themselves are not well described.

According to the 2007 Census of Agriculture, there are 41,407 farms in Florida that operate less than 179 acres each. This represents 87% of the 47,463 farms in the state. While the number of farms in Florida has increased by 8% since the 2002 Census, the average size of farms has decreased by 18% from 236 acres in 2002 to 195 acres in 2007. The USDA defines a small farm as one having gross sales less than \$250,000. According to the 2007 Census of Agriculture, 93% of farms in Florida fall into that category.

It is incumbent upon University of Florida IFAS Extension and Florida Agricultural and Mechanical University (FAMU) Extension systems to identify the changing needs of Florida farmers in order to provide them relevant information. As farm size decreases, Extension agents need to understand who these farmers are, as well as how they prefer to obtain new information and what can be done to meet their educational needs. Some small farmers have indicated that they would be less likely to attend Extension programs that are directed at the traditional, commodity production farmers. Extension services have been emphasizing the use of technology to deliver programming. Regardless of their familiarity with technology, some farmers still preferred one-on-one consultations and on-farm demonstrations for educational delivery methods. A study of forest landowners in the South also showed a negative correlation between age and high tech educational delivery methods like the Internet and interactive videos.

The small farm debate traditionally has been over the value of sales versus the land area of the farm. The value of sales basis is probably more appropriate, especially for Florida. This is because very high value enterprises or products such as greenhouse ornamentals or vegetables, cut flowers, or culinary herbs can easily have a value of more than \$250,000 on less than 5 or 10 acres. Because Florida has so many opportunities for producing high value products, the classification based on gross sales value is much more appropriate. According to the 2007 US Ag Census, 89% of the Florida farms report less than \$100,000 in product sales. The other common characteristic of these operations is they are family oriented farms dependent upon the family for management and labor. The USDA further classifies small farms based on the primary motivation of the family for farming. These categories include: primary income, retirement, lifestyle, or limited resources.

The dominant organizational structure of agriculture in Florida is individual family farms. Just over 69% of Florida agricultural operations are less than 50 acres in size. In terms of farm typology in Florida, the two dominant categories are retirement (23.5%) and residential/lifestyle (34.9%). Together, these two categories account for almost six of every ten agricultural operations in Florida.

New consumer demands for the development of community-based food systems and specialty products such as organic, heirloom, hydroponic, grass-fed beef, pastured poultry, ethnic meats and vegetables, all provide new opportunities for small farmers to sustain a profitable enterprise. These types of diverse enterprises and the abundance of large population centers provide opportunities for direct marketing in Florida, unlike most other states. In fact, Florida reported an 8% increase in farm numbers from 2002 to 2007, essentially all in the small farm category.

Small farmers in Florida have a variety of issues and challenges they face and with fewer resources available to them than larger farms, being a small farmer is a tough job. That's why UF/IFAS and FAMU has created a website that specifically addresses the needs of small farmers. The website provides links and other resources for small farmers including, how to get started, enterprise budgeting, business planning, financing grants, and much more. Farmers using this site can select topics on enterprises of special interest to them, including aquaculture, cut flowers, livestock, and organic enterprises. Each topic includes information on production, marketing, and economics as well as other appropriate links. While

small farms represent over 90% of all farms in Florida, these farms represent about 15% of all farm product sales in Florida. Input from counties throughout Florida identified the need for small farm educational programs to be developed. Small farmers and allied organizations have identified critical issues facing small farms, which include: access to profitable markets, business skills development, accessible technical information, and alternative crops and enterprises. Regional conferences are planned each year to meet this need.

Statewide Efforts of the Small Farms Food Safety Implementation Team: The history of developing this small farmer food safety program since 2008 is outlined below:

- County agents were trained via several ISTs beginning in 2008
- County agents organized and delivered grower trainings in North Florida in 2009
- UF Small Farms Team began to develop an educational program, supporting materials, and documents to help farmers actually build their own food safety manual (2009)
- Small Farms Team received funding for supplies and labor support through FDACS Specialty Crops Block grant to deliver food safety manual building classes to small and mid-sized farmers through the UF Small Farms Academy structure (2010)
- During 2010, four “Build Your Own Food Safety Manual” classes were delivered with over 50 attendees (2010)
- FDACS Specialty Crops Block funding included support to conduct county agent IST in 2011. This two day training was implemented in May to 20 agents to form the statewide Small Farms Food Safety Implementation Team (2011)
- During 2011, the trainings for farmers was expanded with classes implemented by newly trained agents in Live Oak (2), Kissimmee, Jay (2), Bushnell (2), and Gainesville and a standardized “knowledge gain” type evaluation tool for each class began to be implemented in August (2011)
- Funding from UF Office of Sustainability provided support to implement a unique field day at a small farm in Madison County recently successful in passing a third party food safety audit. The “Taking the Mystery Out of a Third Party Food Safety Audit” was attended by 30 small farmers
- New classes will be offered throughout the state by the Small Farms Food Safety Implementation Team in 2012
- A new Small Farm Food Safety page to be added to the UF Small Farms and Alternative Enterprises web site is being planned and will be added (2012).

The University of Florida Extension Small Farms Food Safety Implementation Team began conducting farmer trainings across the state in 2011. The team’s first five trainings included an on-line post training evaluation conducted immediately after the trainings were completed. The four county locations of the five trainings were: Escambia (2), Alachua, Sumter, and Osceola. A total of 65 farmers participated in the evaluations. Farmers attending the trainings ranged from 0 to 58 years of farming experience and were currently farming anywhere from 0 to 585 acres. However, most farmers were farming less than 50 acres of fruits or vegetables. Overall, the evaluations showed the farmers valued the training, viewed food safety plans as very important and plan to implement a food safety program on their farm, even though most were not being required to develop on by their buyers or markets.

Among the participants attending these five trainings, 33 farmers indicated they plan to have a third party, customer or regulatory audit conducted. An estimated charge for a farm the size of those in these trainings to have a food safety plan developed and ready for an audit is \$8,000 to \$10,000. Even at the lower figure, these trainings provided a savings of at least \$264,000 to those 33 farms.

In addition to the educational training, program participants also received resources valued at \$150. The resources distributed were as follows: Food Safety Begins on the Farm (Spiral-bound book), Food Safety Begins on the Farm (English and Spanish versions; Stapled booklet), Proper Hand Washing Poster

(English and Spanish versions; Large poster), Fruits, Vegetables, and Food Safety: Health and Hygiene on the Farm (DVD), Worker Health and Hygiene Program for Produce Industry (DVD) Please Wash Your Hands Often (Laminated sign), Please Use Toilets Provided in the Field (Laminated sign), Please Put Used Toilet Paper in the Toilet (Laminated sign), and Food Safety Field Training Kit for Fresh Produce Handlers (Large spiral-bound book). The posters and signs are required for posting on the farm and in the packing facility in order to be compliant with Federal food safety requirements. This educational material supplied to farmers was valued at \$150 per farm for a total value of \$9,750.

2011 Florida Small Farms and Alternative Enterprises Conference: The Florida Small Farms and Alternative Enterprises Conference has been held for three years, 2009-2011. Attendance at the conference has ranged from 750-800 attendees and the exhibitor area has been filled by 80-90 participants each year. This has become one of the largest UF/IFAS and FAMU hosted events in our state. It has brought great visibility to the educational efforts of faculty and staff at the two Florida Land Grant Institutions in helping small and mid-sized farmers to become successful and prospective growers to make good decisions on getting started.

An evaluation plan was implemented to establish the effectiveness and quality of different activities conducted at the 2011 Florida Small Farms and Alternative Enterprises Conference. Participants in general reported high levels of confidence (4.4. in 0-5 scale) to perform activities related to skills that may have been affected by their participation in the conference. Most participants (60%) intend to develop better business skills as a result of attending the conference, and almost 40% also wish to investigate alternative markets. Most respondents (80%) would like to see the meeting organized every year. Furthermore, 85% of respondents have the intention to attend the conference again in the future.

Additionally, more than 50 participants provided feedback regarding the conference tours (34 and 22 for Horticulture and Livestock, respectively). In general, the responses were very positive for both tours. Respondents identify these experiences as valuable to enhance their knowledge on the startup and marketing considerations, and day to day operation of these types of enterprises. A very high number of respondents (93%) plan to use the information that they received in the tours. Finally, almost 95% of surveyed exhibitors were either "satisfied" or "very satisfied" in the sense that the exhibition met their needs. A 100% of exhibitors considered that they were successful in reaching their target audiences and provided high overall ratings for the conference (75% rated it as "excellent", 20% as "good", and 5% as "satisfactory").

Regional Small Farms Educational Programs: Across the state, seven small farms educational programs with regional planning and outreach nature were conducted and many more were offered locally. The venue and format varied from conferences, topic workshops, monthly series, and field days. Approximately 1500 attendees were recorded in 2011. Three Florida small farms working groups (Northeast, Southwest, and Treasure Coast) continued strong outreach efforts targeted at providing a forum of hands-on and on-farm workshops. This strategy is important to the small farmer clientele groups. A total of 8 on-farm workshops were held with about 250 attendees in 2011.

Small Farms Web Site: The UF/FAMU Small Farms and Alternative Enterprise web site has become the main portal for small farmers and allied industry members to find information important to Florida's small farms industry. The site has very popular since it was launched in 2005, reaching over two million hits in 2011. Many small farm meeting evaluations indicate attendees use the web site regularly and find educational programs through the site's events calendar. Overall, the impact is the web site provides an efficient preferred method for small farmers to find educational information and has become the "go to" site for small farmers in Florida and beyond.

Training for Extension agents: As a result of the food safety trainings, county agents and affiliated industry staff have improved their competency in this area. Agents are more competent and better able to guide farmers in their plans to develop a food safety plan. This effort has also raised overall awareness

in the industry that UF/IFAS is a leader in food safety programming for small farmers. The ability of farmers to be taught to develop their own food safety manual reduces their costs significantly from hiring others to develop a plan for them. One prominent food safety consultant estimated the cost of development of a manual and farm plan ready for an audit would be \$8,000- \$10,000 per farm. 2011 evaluation results from five trainings show 33 farmers planning on having an audit conducted on their farm will save over \$264,000.

Contact

Bob Hochmuth
Suwannee Valley Agricultural Extension Center
7580 County Road 136, Live Oak FL 32060
386-362-1725 x103
bobhoch@ufl.edu

IDAHO

University of Idaho Small Farms Program

According to the 2007 Census of Agriculture, there are over 25,300 farms and ranches in Idaho, a slight increase from the 2002 Census. 45 percent of all primary operators identify farming or ranching as their principal occupation. The market value of products sold is over \$5.6 billion, an increase of 46 percent from the previous census. 90 percent of all enterprises are small in terms of gross annual sales.

Extension Small Acreage Programs help Idaho producers and landowners protect their natural resources while optimizing their farm related businesses. The Small Acreage Farming Team provides up-to-date information and resources on sustainable production techniques, direct marketing, and value-added opportunities for a vast array of specialty crops and livestock.

Programs include:

- Small Farms web site: information on current activities, educational events, publications and links for small, sustainable and organic producers
- Cultivating Success™, Building Farmers in the West or Annie's Project curricula offer beginning small farmers and ranchers in-depth instruction on topics related to whole farm planning, sustainable production, direct marketing and business planning.
- Living on the Land: small acreage landowners acquire in-depth knowledge and skills to care for their land sustainably
- Farm tours, workshops and short courses on small-farm related topics in many county locations
- A variety of extension publications, on-line documents and a series of small farm case study videos
- Networks of farmers and partnerships with organizations and agencies

Selected Results and Impacts

- Between 2008 and 2010, over 160 Idaho farmers and ranchers completed in-depth small farm courses and increased their knowledge on how to evaluate their resources, select appropriate enterprises and enhance their small farm business. Ninety-one have completed a whole farm plan
- More than 180 producers have participated in Living on the Land courses between 2008 and 2010. Site visits to over 54 class participants indicated an average of 10 new best management practices for soil and water conservation were being implemented by each landowner.
- Over 3900 beginning Idaho farmers and ranchers have increased their knowledge on whole farm planning, sustainable production and direct marketing strategies.

Partnerships:

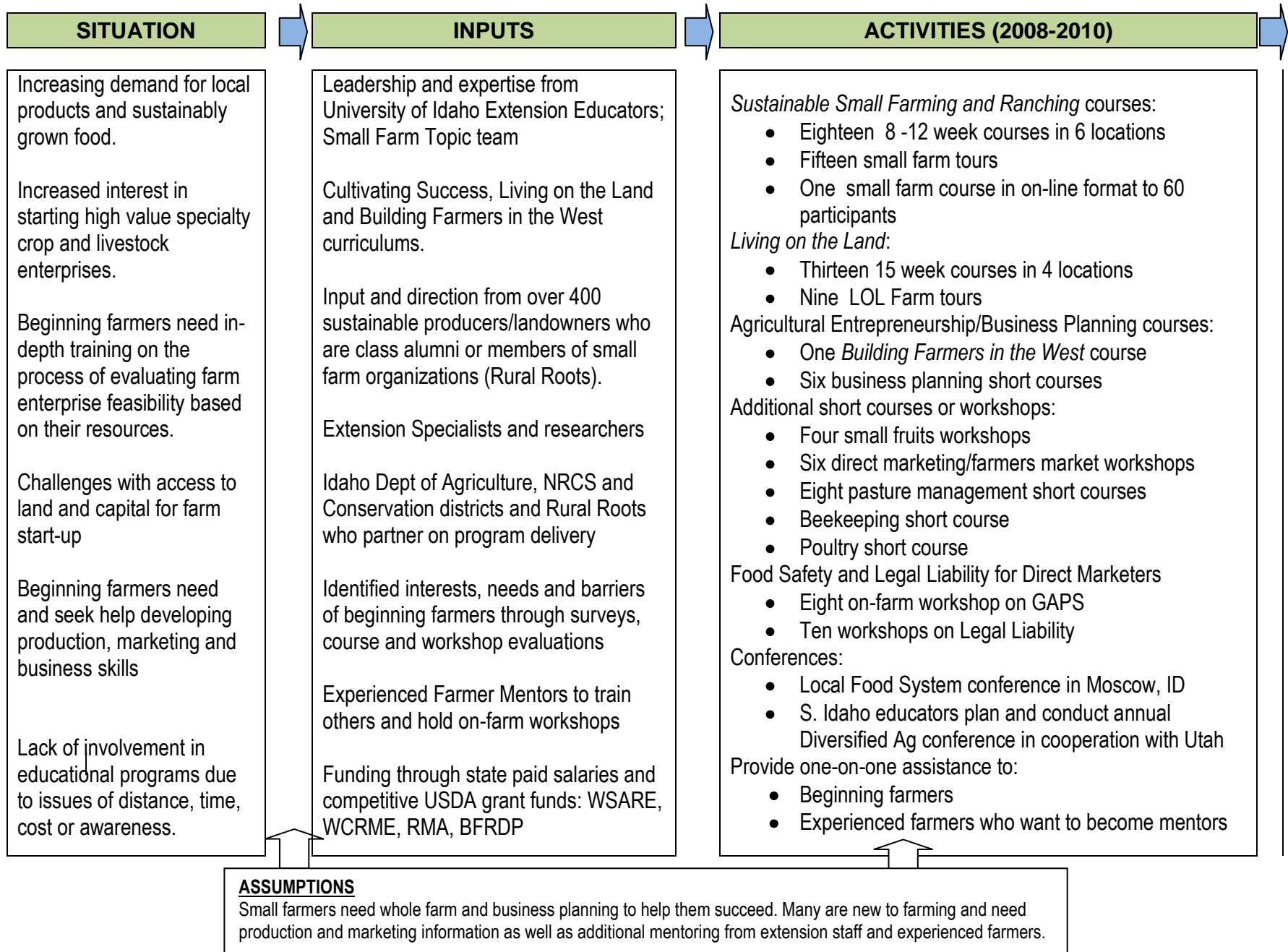
- Cultivating Success: Small Farm Education program is cooperatively developed between the University of Idaho, Washington State University and Rural Roots
- Living on the Land is coordinated by University of Idaho Extension with help from over 20 agencies and organizations
- Building Farmers in the West was developed by a network of western extension faculty
- Extension faculty partner with Idaho Department of Agriculture Marketing Division on Farmer's Market education and training for market vendors and managers.

Contact

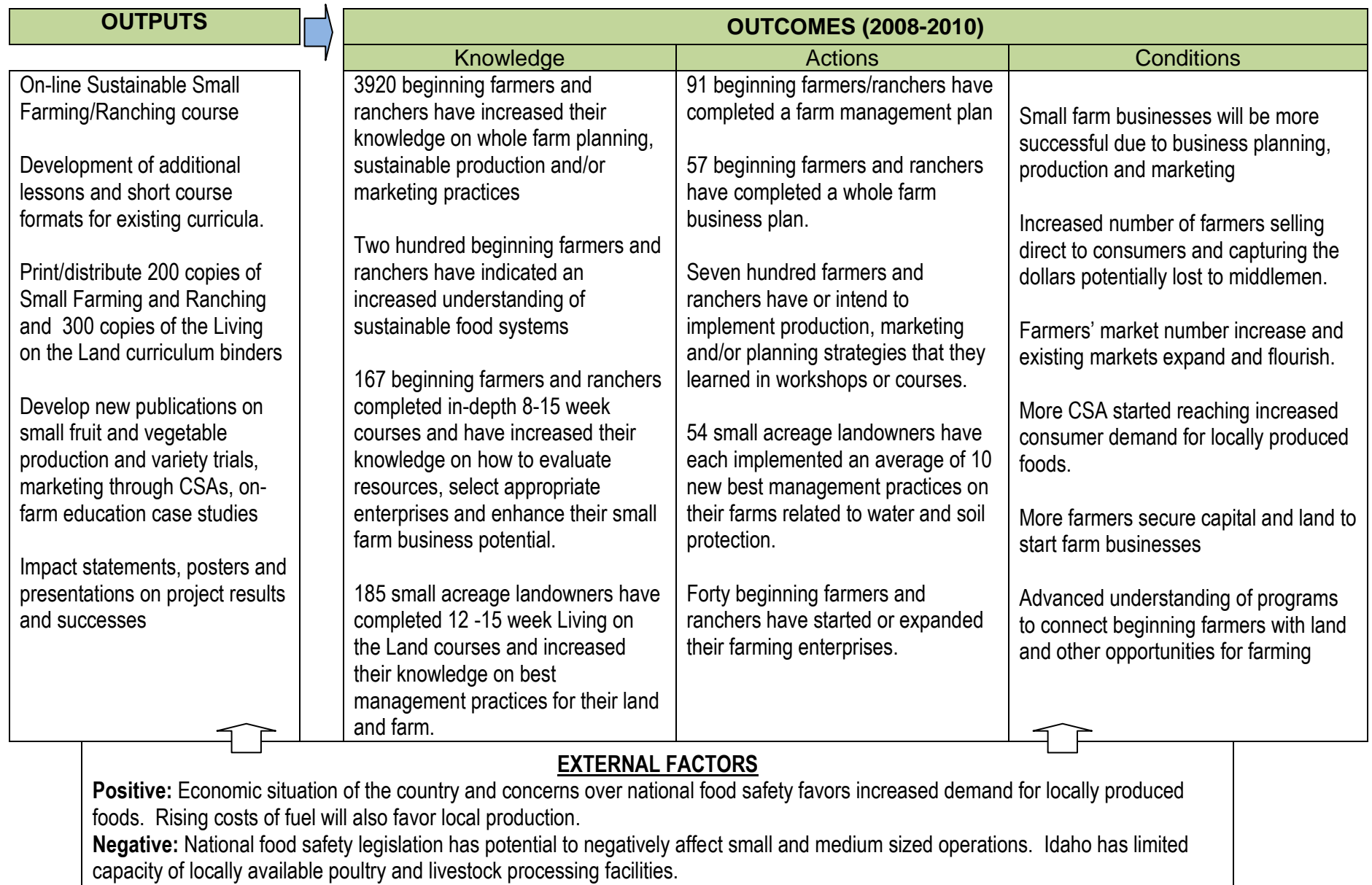
Cinda Williams, Extension Educator, Small Farms and Sustainable Agriculture
University of Idaho Extension, Latah County
PO Box 8068, Moscow, Idaho 83843
Phone: 208- 883-2267; E-mail: cindaw@uidaho.edu

Ariel Agenbroad, Extension Educator, Horticulture and Small Farms
University of Idaho Extension, Canyon County
501 Main Street, Caldwell, ID 83605
Phone: 208 - 459-6003; Email: ariel@uidaho.edu

Idaho Small Farm Programming 2008-2010 - Logic Model



Idaho Small Farm Programming 2008-2010 - Logic Model



IOWA

Small Farm Sustainability, Iowa State University

According to [USDA classifications](#) and the most recent [Census of Agriculture data](#), three quarters of Iowa's farm operations fit into the category of "small family farms." [NAICS codes](#) indicate that most of these farms are traditional crop and/or livestock enterprises, for which Iowa is so well-known. Iowa State University provides extensive offerings in agriculture programming that are pertinent to these small Iowa farms, including not only [campus-based research and teaching](#), but also respected [Extension & Outreach](#) programs in [agronomy](#), [farm management](#), [beef](#), [dairy](#), [swine](#), [integrated pest management](#), [ag engineering](#), [natural resource ecology and management](#), and more.

A growing number of Iowa's small farmers are getting involved in alternative agricultural ventures, whether diversifying an existing operation or starting up a new one. These producers are taking advantage of expanding demand for healthier food and more transparent supply chains, along with increased consumer desire to support local businesses and re-connect with agricultural roots. Such producers may be using non-conventional production systems to access niche markets, direct-marketing their farm products locally, earning [organic](#) or other third-party certifications, or adding value to farm products to market artisanal goods. Many of these farmers are pursuing their own conception of [sustainable agriculture](#). Outreach to this audience has increased markedly in Iowa.

[Agricultural statistics from 2007](#) indicate that number of small family farms in Iowa recently increased for the first time in decades; however, a the vast majority of that increase came from [farms less than 50 acres in size](#), which often had less than \$10,000 in annual agricultural sales (an operation only needs to have the capacity to make \$1,000 in average annual ag sales in order to be [defined as a farm by the USDA](#)). This indicates that although a large number of Iowa farmers make either a full-time or part-time living from their farm, a growing number of small family farmers in Iowa are more likely to be pursuing a hobby or lifestyle. Outreach appropriate to the scale and goals of this audience will be expanding.

Here are several broad categories of small farms outreach in which Iowa organizations are actively engaged. The listings and descriptions provided are by no means comprehensive; they are intended to sample a cross-section of programs, opportunities, and resources in each category:

Farm Entry, Transition, And Land Tenure: The [Beginning Farmer Center](#) offers [Farm On](#), which facilitates connections beginning farmers and outgoing farmers as an avenue to enter agriculture, and [Ag Link](#), which plans for transition of farms from one generation to the next. [Practical Farmers of Iowa](#) has a [Next Generation](#) program, which sponsors [educational webinars](#), [beginning farmer retreats](#), and a [savings incentive program](#). [Drake University's Agricultural Law Center](#) hosts the [Sustainable Agricultural Land Tenure Initiative](#), which provides a variety of tools to assist landowners in providing opportunities for sustainable farming on leased land. The [Women, Food and Agriculture Network](#) also creates internship opportunities with women farmers.

Farm Business Planning, Ag Entrepreneurship, and Strategic Management: The ISU Extension & Outreach program in [Small Farm Sustainability](#) offers introductory small farm planning workshops that introduce ag entrepreneurs to long-term visioning and goal-setting. The [Value-Added Agriculture Extension program](#) can provide consulting on strategic planning and market feasibility of alternative agricultural business. The Ag Marketing Resource Center offers numerous resources on [business development](#). [Iowa MarketMaker](#) allows growers to do in-depth market research into consumer demographics and availability of food businesses and services. [Grow Your Small Market Farm](#) is an established whole farm business planning class. Several community colleges, including [Marshalltown Community College](#), [Indian Hills Community College](#), [Western Iowa Tech Community College](#), and [Iowa Western Community College](#) have course offerings in entrepreneurial and diversified agriculture.

Financing and Risk Management for Small Farms and Beginning Farmers: The [Farm Service Agency](#) and the [Iowa Agriculture Development Authority](#) offer, among numerous other programs, beginning farmer loans with attractive interest rates to qualified applicants. Smaller-

scale loans for entrepreneurial ag ventures are available through the [Iowa Foundation for Microenterprise and Community Vitality](#), the [Small Business Administration](#), and the Iowa Economic Development Authority's [Targeted Small Business Assistance](#) program. In addition, the Extension Farm Management team provides a wide variety of risk management and decision-making tools on [Ag Decision Maker](#).

Alternative Crops and Diversified Enterprises: Iowa State has recently expanded its [outreach personnel](#) devoted to [commercial fruit and vegetable production](#), offering crop-specific [fruit](#) and [vegetable production](#) and [management](#) information. ISU offers tools to estimate [costs to produce these crops](#), [demand for these crops in Iowa and surrounding states](#), and [profitability](#) of produce crops. In addition, ISU has a research and outreach program devoted to [organic agriculture](#). The Ag Marketing Resource Center has extensive [commodity-specific resources for alternative crops and ag products](#). The ISU Extension & Outreach program in [Small Farm Sustainability](#) offers workshops in marketing and merchandising strategies for direct market farmers. The Iowa Department of Agriculture and Land Stewardship is home to the [Horticulture & Farmers Market Program](#), as well as the [Ag Diversification & Market Development Bureau](#). Practical Farmers of Iowa offers numerous alternative crops resources and on-farm research in [horticulture](#), [niche pork](#), [poultry](#), [grazing](#), and more.

Food Safety, Regulations, and Good Agricultural Practices: [Food safety from farm to table](#) is an area of growing interest for small farmers and consumers alike. The [ISU Food Safety Extension Specialist](#) is a resource for food safety and GAPs information and coaching for both farmers and educators. The Northeast Iowa Food & Farm Coalition hosts [food safety resources](#) from past workshops. The Leopold Center for Sustainable Agriculture hosts a [post-harvest handling decision tool](#). The [Food and Consumer Safety Bureau](#) at the Iowa Department of Inspections and Appeals provides resources and regulatory information for Iowa food producers and purveyors.

Local and Regional Food Systems: Iowa has a vibrant local foods scene, both in terms of farmers producing for it and outreach educators supporting its development. [Research and resources](#) on the effects of Iowa's local food system are available. The Iowa legislature even provided funding to study and implement recommendations from the [Iowa Local Food & Farm Plan](#) for improving the state's local food system. Iowa is home to numerous [Buy Fresh, Buy Local chapters](#), [farm-to-school programs](#), and a statewide [food systems council](#). Extension provides numerous resources on [selling directly to food service establishments](#). Many players in the local food systems arena coordinate their work via the [Regional Food Systems Working Group](#), which is an informal statewide network of regional food systems teams and partners. Most Iowa counties have representatives participating, and designated local food systems coordinators, many of whom are affiliated with [Iowa RC&Ds](#), are behind many of the efforts and accomplishments.

Lifestyle Farms and Acreages: [Homegrown Lifestyle](#) is an Extension short course for small growers and acreage owners that focuses on fundamental, scale-appropriate food production techniques and conservation strategies that smallholders and modern homesteaders can quickly put to use. Related programming is under development.

Grants in Sustainable and Alternative Agriculture: Grant funds for research and outreach projects in Iowa are available on an annual basis from the [Leopold Center for Sustainable Agriculture](#) and [North Central Sustainable Agriculture Research and Education \(SARE\)](#). The Iowa Department of Agriculture and Land Stewardship also regularly receives funds to support [Specialty Crop Block Grants](#) to enhance the competitiveness of specialty crops in Iowa. Farmers are eligible to apply directly to SARE's [Farmer Rancher Grant Program](#), but would generally need to partner with research or outreach personnel for the other programs.

Much of the work supporting small farms and alternative agriculture in Iowa is made possible by non-government, not-for-profit, and community-based organizations. Iowa State University applauds their continuing leadership and deeply values the opportunity for ongoing collaboration to make small farm outreach as efficient and effective as possible.

Contact

Andy Larson

Program Specialist – Small Farm Sustainability

Iowa State University Extension & Outreach

2013 Agronomy Hall

Ames, IA 50011

Phone: 515 - 294-5875

smallfarms@iastate.edu

KENTUCKY

Kentucky State University Small Farm Program

“**The Third Thursday Thing**” monthly workshops on sustainable agriculture had 688 participants in FY11. Topics included farm safety, equipment management, farm stress management, farm financial management, organic production and certification, goat, sheep and beef cattle production and economics, horticulture crops, pastured poultry and eggs, home gardens, pawpaw fruit, sorghum syrup making, value-added, and many other topics. Workshop evaluations indicate that 70%-90% of the participants use the information gained in their farming activities.

Kentucky State University hosted a November 2011 Small, Limited-Resource/Minority Farmers Conference with 223 participants. The program focused on risk management, USDA and state agencies and their programs, human health, nutrition, farm stress management, estate planning, forages and weed management, farmer success stories, and other topics.

Kentucky State University hosted a tour to the 2011 Southern Sustainable Agriculture Workers Conference (SAWG) with 58 farmers participating. These farmers studied some 40 different enterprises, production and marketing systems.

Kentucky State University maintains a website for retiring farmers “Estate and Retirement Planning for Farm Families.” This website covers many topics of interest to retired farmers, farm families, and farmers who are planning for retirement.

The Kentucky State University Small Farm Program is a one-on-one, on-farm educational outreach program that utilized Federal funds and competitive USDA OASDFR2501 fund to reach some 250-600 farm families annually. Farmers are taught production, marketing, and management skills on their own farms by professionals and paraprofessionals. With the loss of the federal support programs for Kentucky’s top agricultural commodity, tobacco, the Small Farm Program has been instrumental in assisting farmers to convert to new farm enterprises. . The data indicate that even with today’s recession, the average increase in farm income by participating small farmers in 2011 was \$4,300 for an impact in program counties of \$2.8 million. It indicates that the average increase in farm income by minority farmers was \$4,700 for an impact of \$1.9 million.

Kentucky State University hosted a regional Goat Symposium in 2011 with 53 participants. Farmers studied business planning, business records, accounting, and goat production and marketing issues.

Kentucky State University hosted a “Train the Trainer” Organic Workshop in 2011 with 34 participants.

Kentucky State University hosted a small farmer tour across Kentucky in 2011 with 45 participants. The tour showed successful transitioning small farmers who were former tobacco producers.

Kentucky State University has Apiculture Research and Extension focusing on honeybee production for honey and pollination for small farms. The honey extraction project has impacted the quality of honey produced in Kentucky. **Kentucky State University’s Organic and Sustainable Agriculture** initiative includes field tests on sustainable vegetables that are suitable for small farmers. Related projects include entomology, sweet corn variety tests, sweet sorghum variety trials, research into alternative pesticides (hot peppers), pesticide runoff, and the health effects of pesticide exposure in farm workers. Farm energy is a new initiative of the University. Small farmers have direct input into the planning of these projects.

The Aquaculture Program at Kentucky State University has research, education, and Extension components. Research has been conducted on 29 aquatic species (including freshwater prawns), plus emphasis on water resources concerns. Emphasis is placed on aquaculture development as small farm options. There is an Aquaculture mobile teaching laboratory and webcast capability.

Kentucky State University is implementing a **College of Agriculture, Food Science and Sustainable Systems**. The Dean started in September of 2011. The College is currently in transition with the start-up phase underway.

Kentucky State University is a collaborator in the 1890 Small Farm Leadership Institute; the Meat Goat Production Handbook and website; the National Small Farm Conference steering committee; and the National Goat Conference planning committee.

Contacts

Dr. Marion Simon

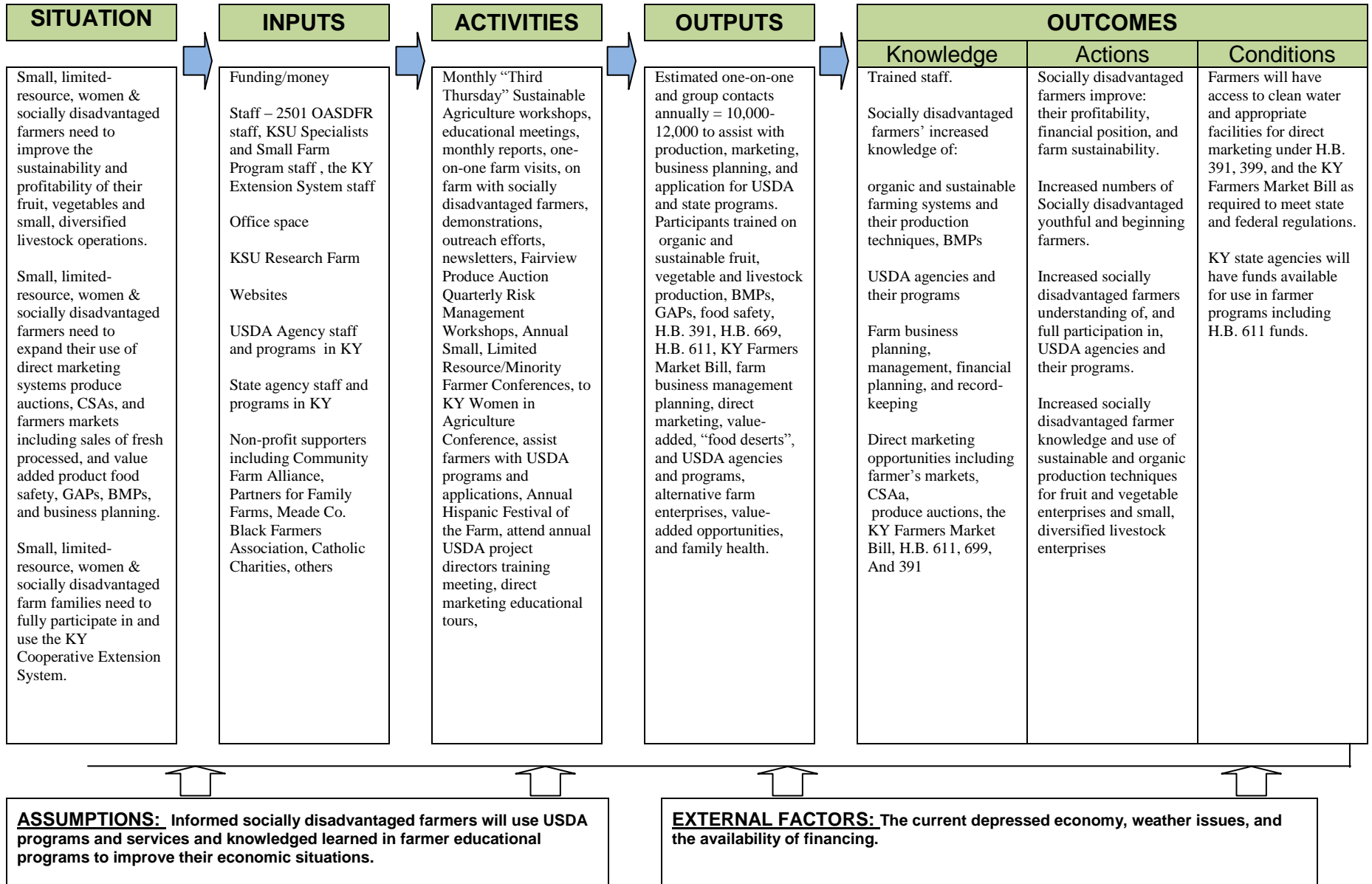
State Specialist for Small Farm and Part-Time Farmers

Cooperative Extension Program, Kentucky State University

400 East Main Street, Frankfort, KY 40601

Phone: 502-597-6437

Logic Model for: Kentucky State University Small Farm Program 2012



Small, limited-resource, women & socially disadvantaged farmers need to understand and fully participate in USDA agencies, programs and vices.

Small, limited-resource, women & socially disadvantaged farmers need to address “food deserts” by direct marketing fresh and value-added products into them.

Consumers in “food deserts” need to understand nutrition, food preparation, food safety and the value of fresh food.

Youth need to understand agriculture, agricultural careers, nutrition, food preparation, food safety and the value of fresh food

KSU Center for Sustainable Farms & Families

F2CC programs

KSU Communications Dept.

KSU mobile processing units for poultry & fruits/vegetables, touring buses, mobile broadcasting truck

KY Extension System

KSU Hispanic Outreach

educational tours to The Federation of Southern Cooperatives Annual Meetings, educational tour to SAWG Annual Meetings, Project Director provides “train the trainer” educational programs and presents at professional meetings, quarterly reports, annual reports and evaluations, final report and evaluation, develop educational Fact Sheets, educational website materials, educational videos, meetings in churches.

Via these activities: monthly KSU “Third Thursday” of 900 participants annually, 2 annual meeting at African American churches = 100 participants, Fairview Produce Auction & Catholic Charities = 700 participants, KSU Farm Field Day= 200-800 participants, KSU Small, Limited-Resource, Minority Farmers Conference = 250 participants annually, educational bus tours to SAWG Conference & The Federation of Southern Cooperatives Annual meeting = 100 annual participants, Hispanic Festivals of the Farm = 75 participants annually.

USDA program participation (annual estimates): 25 applications for FSA and RD loans and assistance, 50 NRCS applications, 50 applications for Federal Crop Insurance, and 3,000 responding to the next NAAS survey.

250 youth annually in KSU COLTS programs.

Food safety, GAPs, requirements for H.B. 391 and the KY Farmers Market Bill

Value-added opportunities including GAPs, H.B. 391

Understanding of “food deserts” and how to direct market into them

Increased direct marketing of fresh fruits, vegetables and livestock/fresh meat products, eggs and dairy including value-added processed and micro-processed products, use of farmers markets and CSAs, including marketing into “food deserts”.

Increased farmer use of business planning and financial management, and production systems that are economically sustainable including food safety concerns, GAPs, and BMPs, thus improving their profitability and assuring safe food supplies.

Issues related to “food deserts” in KY communities and how farmers can market their products into them.

Youth educational programs

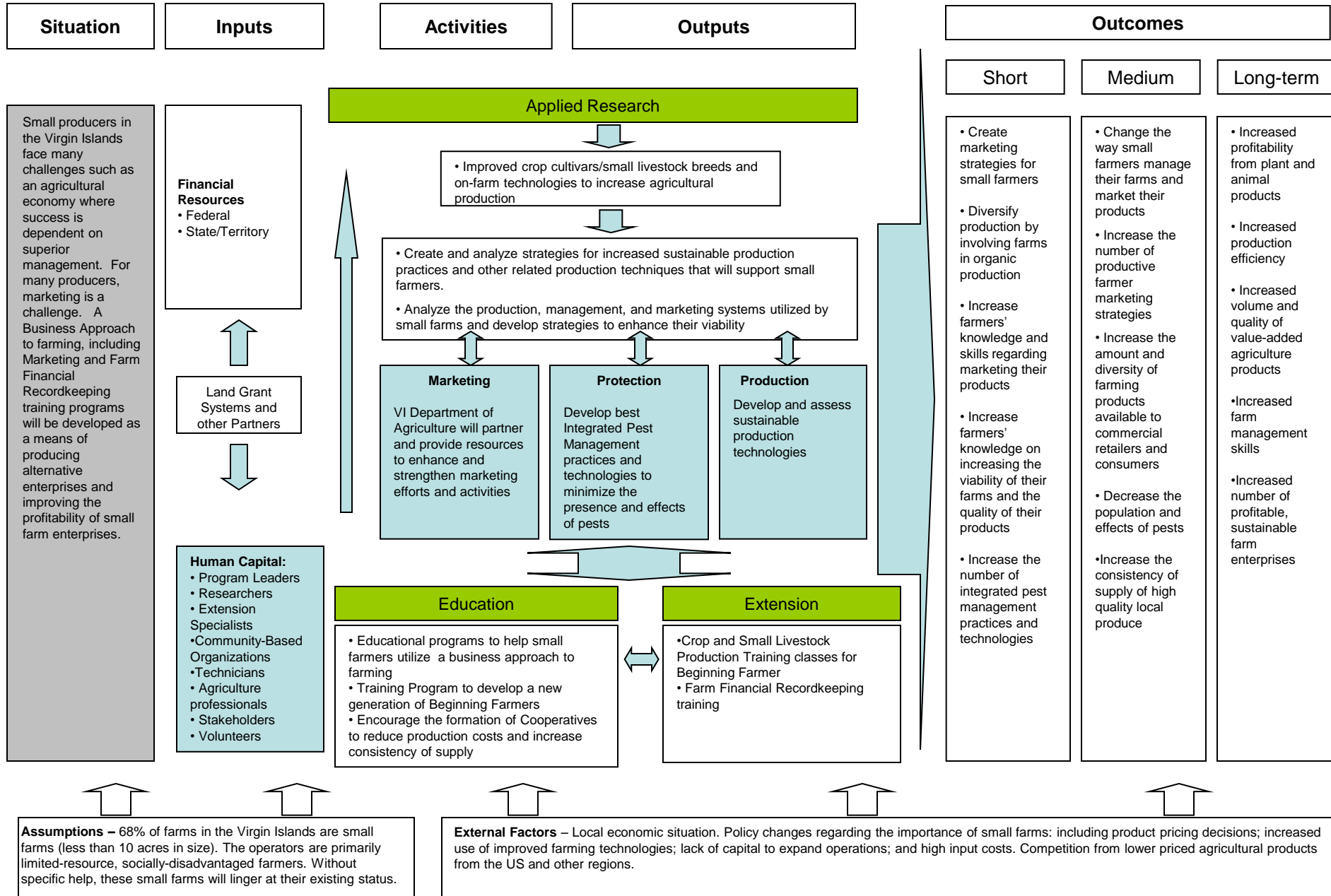
USDA Agencies will have funds available for farmer programs.

Small farmers will have access to direct marketing into “food deserts” and that consumers in the areas will know how to use fresh foods.

ASSUMPTIONS: Informed small, women, limited-resource, socially disadvantaged farmers will use USDA programs and services and knowledge learned in farmer educational programs to improve their economic situations.

EXTERNAL FACTORS: The current depressed economy, weather issues, and the availability of financing.

Increasing the Viability of Small Farms through Improved Production and Marketing Strategies



LOUISIANA
Southern University Agricultural Research and Extension Center
Overview of Small Farm Programs

Goal: Promoting on-farm Sustainability of Louisiana's Small Farmers. We achieve this through a variety of methods designed specifically for our intended audience. Periodic needs assessments, literature reviews, state and national small policies and issues guide our educational offerings.

Six Themes of Small Farm Programming

Theme 1: Best Management Practices

Pasture Walks: The pasture walk is a series of outdoor meetings held on the farm of a producer that has a specific concern with widespread implications. Usually, during the pasture walk, a number of resource persons, such as NRCS specialists, are available to answer questions and share information relative to the initial concern. The typical pasture walk is held during the months of August, September and October. Topics include but are not limited to: fencing methods, fertility management, rotational grazing, pasture and drought management, cool season forage establishment, herd health and erosion control. This type of instruction is good with animal production, agronomic crops and vegetable / horticultural enterprises.

Production to Packaging: This initiative focuses primarily on beef cattle producers. Each year, training is offered to small and limited resource audiences, which explains the entire process from breeding and birth of the animal through the care and maintenance to the preparation for marketing and harvesting. This training includes scheduled breeding, herd health to include parasite control, marketing and harvesting. Similar training is offered for other livestock, particularly goats and poultry.

Theme 2: Farm Safety

Pesticide Education, Certification and Farm Safety: This focus area utilizes a combination of workshops, meetings, on-farm demonstrations and visits to ensure that the importance of applying restricted-use pesticides in an environmentally friendly and economically feasible manner is understood. Topics include the Worker Protection Standards, calibration procedures, pesticide laws and integrated pest management. Pesticide certification and passing the private applicators examination are major benefits of this training for Louisiana's small farmers.

Farm Safety Day Camp: This annual event targets farm youth and youth in rural areas. While experiencing this camp, youth are exposed to the extreme dangers associated with agricultural production as well as how to respond to disasters, both natural (hurricanes) and man-made (fire). This full simulation assist the youth in recognizing when climatic conditions are favorable for severe storms and what to do in tornadoes, hurricanes and severe thunderstorms. Youth also learn how to properly use fire extinguishers and how to exit a burning building while protecting themselves and their families.

Theme 3: Recycling Agricultural and Related Waste

Aquaculture Waste Recycling: This very innovative project, addressed one of the seasonal challenges, we have in the state of Louisiana, "how to dispose of aquaculture waste, more specifically crawfish, shrimp and crab waste. More than 166 million pounds of aquaculture waste are produced annually in Louisiana. Researchers at the Southern University Ag Center are developing ways to convert this waste into a meal form and then reuse it as a slow releasing organic fertilizer in sugar cane, sweet corn and okra. Approximately 20 publications, five result demonstrations and one patent have been developing acclaiming this as a potential nutrient source. The use of solar dried crawfish and crab waste materials is showing promising results in sustainable and organic production systems.

Theme 4: Urban / Community Agriculture

Master Gardener Project: The Master Gardener Project, a national model, was established to develop and enhance community programs related to horticulture. Master Gardener volunteers assist Extension agents with the planning, implementation and evaluation of the program. The participants, receive approximately 25 hours of instruction in the following horticultural related areas: soil fertility, variety selection, best management practices, pest control, vegetable gardening, plant pathology, pesticide safety and ornamentals. A major benefit of this program is that each participant provides volunteers' service hours to the community. The Master Gardener volunteer program has increased the public awareness of Extension / Outreach programs while addressing the needs of the community, particularly promoting a greater harmony between agriculture and the environment.

Urban and Community Gardens: Community, school based and urban gardens are a hot topics in urban agricultural where the outputs far exceed the inputs. Nontraditional audiences are taking a new look at producing their own foods. Since the beginning of the People's Garden initiative at USDA, schools, community and inner city, urban dwellers have been seeking assistance from the Southern University Ag Center to assist them with establishing their own gardens.

From Farm to Feast: an Urban Poultry Project: This is a pilot project being held at a high school in New Orleans. The students raise broilers essentially from birth until they are harvested. They build brooders for the smaller chicks and gradually build pens for the older birds. Several key concepts are emphasized with this group. First, it is an opportunity for the students to learn about the poultry industry, its impact on the state's economy and available careers in the food and agricultural sciences. Secondly, the students use the chicken waste to make compost, which fertilizes a sun flower garden on the campus. Most importantly, students learn about food and agricultural safety issues as they engage in the harvesting of the birds. A project of this nature could have major implications as the country moves forward with the local foods and healthy eating initiatives. Many of the students participating in this pilot, more than likely, would have never had the opportunity to have this experience otherwise.

Theme 5: Whole Farm Planning

Small Farmer Agricultural Leadership Institute: This 18 month program is designed to train and support small farmers through the transformative process of becoming more successful agricultural entrepreneurs. The overriding goal is to promote the sustainability of small family farms through enhanced business management skills and leadership development. To date, 80 small farmers from 14 states have graduated from this program and are now serving the broader agriculture community as decision makers and small farm advocates. A similar experience is offered through the Louisiana Small Farmer Agricultural Leadership Institute specifically targeting producers in the state.

Theme 6: Youth Development

Livestock Show: Approaching its 69th year in existence, the Southern University Livestock Show continues to be a beacon of hope for small farm youth in the state of Louisiana. In addition to the livestock show, this office also conducts a horse show and a rabbit and poultry show. These programs serve as the only opportunity where many small farm and minority youth have to "show" their animals and utilize their showmanship skills.

Contact

Dawn Mellion Patin

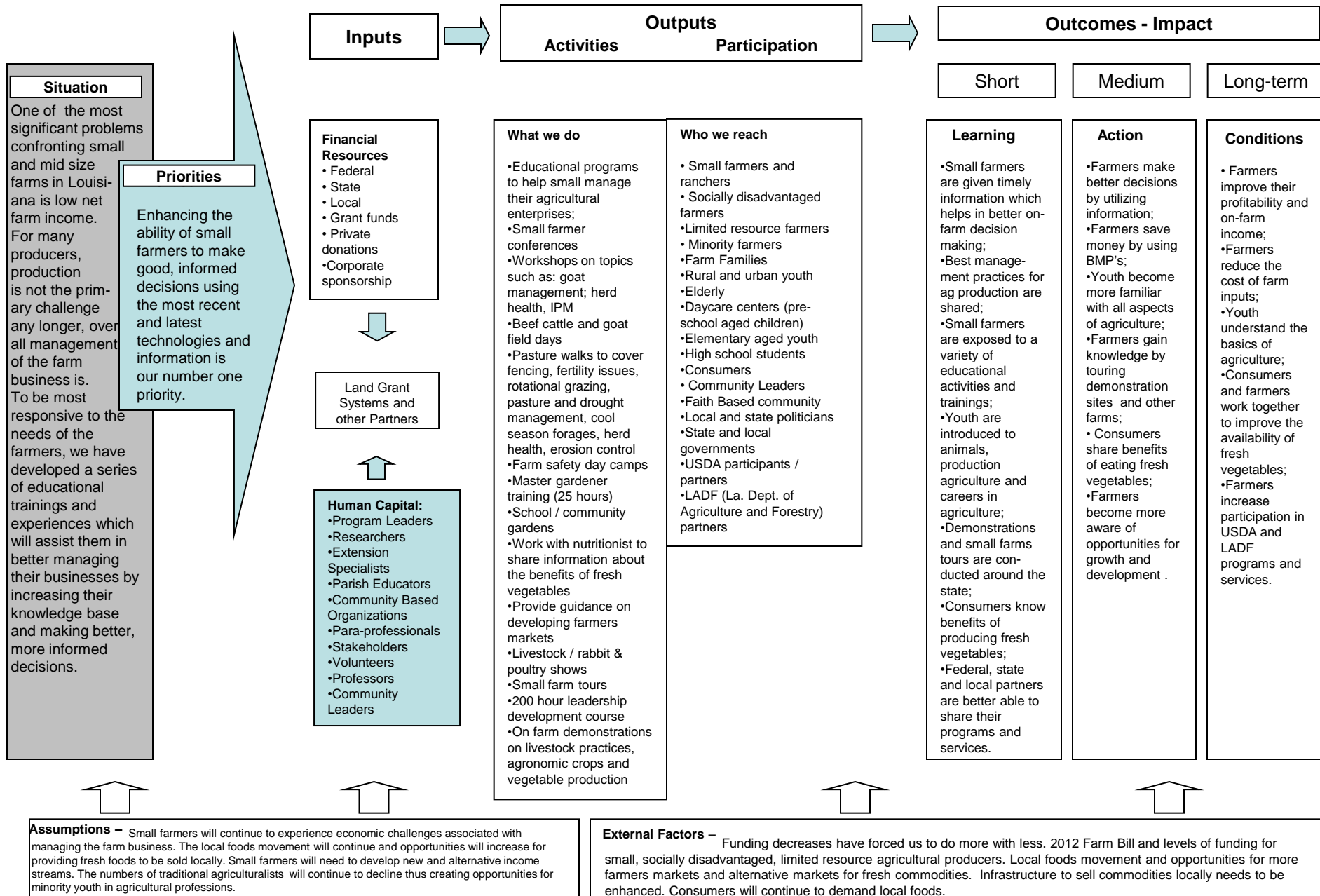
Southern University Agricultural Research & Extension Center

P. O. Box 10010, Baton Rouge, Louisiana. 70813

Phone: (225) 771-3532

www.suagcenter.com

Promoting on-farm sustainability of Louisiana' small farmers



MAINE

University of Maine Cooperative Extension

Overview of Small Farm Programs

Greater than 95% of farms in Maine are classified as small. The 2007 census reports an average size farm of 166 acres with an average market value of products per farm of \$75,859. Between 2002 and 2007, the number of farms in the state increased by 13 percent and the value of agricultural products increased 33 percent. Increasingly, these farms are diversified operations focused on non-commodity crops marketed directly through alternative methods such as Community supported Agriculture programs. In 2007, over 6.5 percent of the farms were certified organic, and nearly 20 percent of farm operators are women.

The Small Farm Program, University of Maine Cooperative Extension, has a long history of working successfully with individuals interested in a wide range of agricultural ventures. Small Farm Program activities are delivered primarily through County Extension offices and commodity specialists.

Programs and outcomes include:

- **Master Gardener Program:** almost every county in Maine offers a comprehensive Master Gardener program that focuses on either ornamental horticulture of vegetable and fruit production. This intensive 12 week course trains hundreds of volunteers each year. Many of these graduates establish some sort of agricultural business as a result of their training.
- **Maine Compost School:** the University of Maine Cooperative Extension (UMCE), Maine Department of Agriculture, Food and Rural Resources (DAF&RR), and Maine Department of Environmental Protection (DEP), and Maine State Planning Office (SPO) offer a regularly scheduled award winning international Maine Compost School. The objective of the Maine Compost School is to provide training to people interested and/or involved with medium and large-scale composting operations. This course is offered as a certificate program and will train personnel to be qualified compost site operators. Additional research and education is focused on composting of animal mortalities. The Maine Compost School is housed at one of the University of Maine Experiment station farms in Monmouth. In the last two years, six new compost businesses were started, creating 17 new jobs. One existing compost producer increased sales 200 percent after attending the Compost School.
- **Sustainable Agriculture:** Maine has focused on providing Sustainable Agriculture programs since the 1990's. We currently have a Sustainable Agriculture Specialist on staff and conduct research at the University of Maine's Rogers farm. This farm hosts a sustainable agriculture field day each year, drawing in professionals and farmers to learn and observe alternative agriculture practices, including weed control options for small farms, organic fertility and nitrogen sources and organic vegetable pest control. This program recently received a large grant focused on the production and development of an organic bread wheat industry in New England. Maine participates in the Northeast SARE professional development program and is a leader in successful farmer/grower grants to Maine producers as well as research and education grants.
- **Fruit and Vegetable Programs:** this University of Maine experiment station farm and Extension office hosts research on tree fruits, small fruits and vegetable production. Recent developments include new research using high tunnels and other season extension tools. Extension faculty host field days here in the summer and help coordinate a winter vegetable and fruit production school each winter. A new website has been developed for tree fruit resources at <http://umaine.edu/fruit/growing-fruit-trees-in-maine/>
- **Organic Dairy:** Maine has one of the highest percentages of organic dairy farms with 20% of dairies shipping certified organic milk. Programs include annual organic forage and grain conferences along with summer field days. Maine has received several large research and extension grants focused on improving the profitability of organic dairy farms. Maine has recently

collaborated with the University of New Hampshire to receive an Organic Research and Extension Initiative (OREI) grant focused on improving milk quality through alternative feeds and pasture management. Food science Extension faculty work closely with small scale dairy processors and manufactures of artisan cheeses, providing HACCP training and cheese schools in association with the Maine Cheese Guild.

- **Maine Agriculture Center (MAC):** MAC is a clearing house for information on extension and agricultural related research in Maine. The mission of the center is to integrate the research and extension education activities of the University of Maine Extension and the Maine Agricultural Experiment Station to support priority issues facing Maine Agriculture. An expertise directory is available in print and on-line for citizens <http://umaine.edu/main eagcenter/expertise-directory/> The Maine Agriculture Center also provides small seed grant funding to researchers to pilot initial research that will hopefully lead to larger research and development projects to help Maine farmers.
- **Commodity Specialists:**-State specialists are very accessible through the county office to answer client questions. Specialist support is available in pest management, water quality, vegetable production and marketing, potato production, blueberries and other small fruits, apples, aquaculture, greenhouse management and woody ornamentals, dairy and livestock production, farm management, field crops, composting, and forestry. Many county educators also provide commodity specific training and in Maine and have developed a very active small ruminant program, focused on the growing sheep and goat industry.
- **Maine Beginning Farmer Program:** Cooperative Extension across the state has begun offering a series of beginning farmer training programs as a result of a large number of requests for new farm business information. "So you Want to Farm in Maine" multi-part classes offer production, marketing and business training. Websites that support this effort include <http://farminmaine.wordpress.com/resources/> and <http://extension.umaine.edu/new-farmers/>
- **Recipe to market:** In cooperation with the University of Maine Food Science Department, UMaine Extension offers workshops to help small and specialty food producers assistance in developing new products to ensure food safety and labeling. In addition, Extension offers HACCP training in high risk foods like meat and poultry processing. <http://umaine.edu/publications/3101e/>
- **Videos for small and backyard food and fruit production:** In 2011, UMaine Extension has focused on reaching audiences through short video segments offered though our website. From growing raspberries to avoiding bedbugs in hotel visits, the response to our videos has been exceptional.
- **University of Maine Animal Health Laboratory:** The lab offers necropsy and flock health services as well as a certified salmonella laboratory capable of helping any farm comply with FDA requirements. The lab also works closely with large animal veterinarians to provide diagnostic services.
- **Reading the Farm:** UMaine Extension in partnership the Professional Development Program of Northeast SARE has offered the "Reading the Farm" program to 46 agricultural service providers for 3 years. This program is focused on training providers to work with small farms on a team approach to solving whole farm problems and improving profitability. Since 2008, 8 small farms have worked with Extension as pilot farms and have made significant changes to their operations, from production to marketing.
- **Dairy Cost of Production:** In 2011, UMaine Extension collected cost of production information from 41 farms as part of a project for the Maine Milk Commission. While the study was done to fulfill a legal requirement of the Commission, these farms were enrolled in the Cornell Dairy Farm Business Summary and now have an accurate economic performance review of their operations that will allow them to develop goals to improve profitability and compare benchmarks with other farms of similar size in the state of Maine and New England.
- **Maine Grass Farmers Network:** In cooperation with MOFGA, NRCS, the Department of Agriculture and a coalition of growers, UMaine helps to coordinate the educational and marketing

efforts of the Maine Grass Farmers Network, including helping to produce newsletters and a website <http://umaine.edu/livestock/mgfn/> An annual conference and summer pasture walks add to the educational opportunities. In addition, UMaine Extension participates in the Northeast Pasture Consortium.

- **IPM programs for strawberries, sweet corn and potatoes:** UMaine Extension offers IPM programs in several commodities for growers in Maine. Based on scouting farms throughout the state, newsletters and email posts alert growers as to pest and disease situation that would warrant control actions to maintain crop health.
- **Livestock 101:** Educators and Specialists from Extension and other agency personnel have begun a series of “Livestock 101” classes that will be offered throughout the state for new and beginning livestock producers. Topics include production, welfare, rules and regulations, biosecurity and marketing. Extension also has worked with other New England States to offer a 2 day in-service training for educators and other agricultural support staff around issues related to the livestock industry.

Other Partnerships and Programs

The Maine Organic Farmers and Gardeners Association is a very active participant and collaborator in Maine’s small farm programming efforts. Two collaborative programs include the annual Farmer to Farmer conference and Small Farm field day. These programs offer a diversity of educational events and draw hundreds of participants from Maine and surrounding states. The Maine Department of Agriculture, Maine Farmland Trust and Coastal Enterprises Inc., collaborate on many of the above mentioned programs that reach Maine’s small farm audience. Extension works closely with other USDA agencies on program efforts, including The Natural Resources Conservation Service and the Farm Service Agency.

Contact

Richard Kersbergen

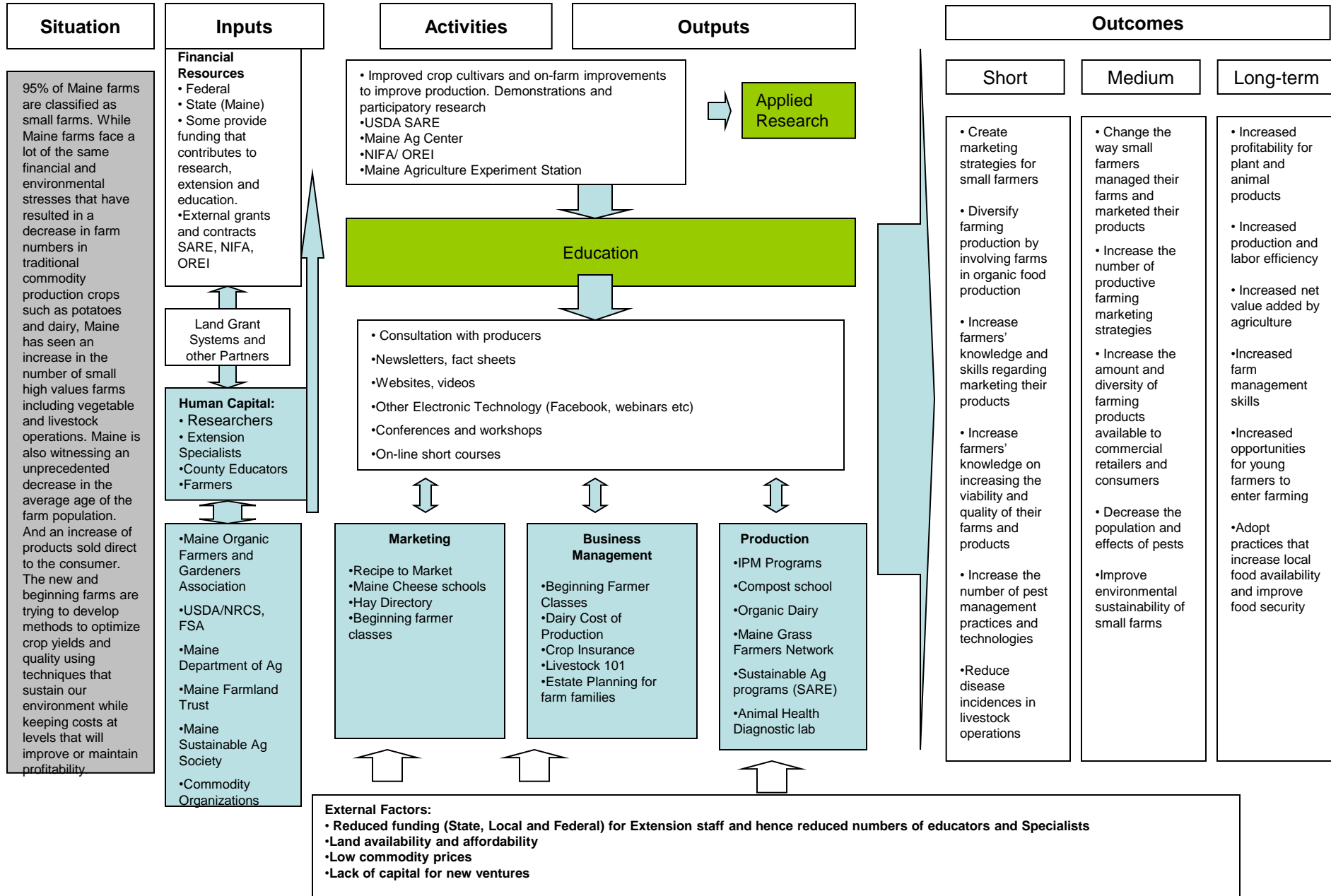
University of Maine Cooperative Extension

Waldo, ME 04915--3117

Phone: 207- 342-5971

E-mail: richard.kersbergen@maine.edu

Small Farm Sustainable Agriculture Logic Model: Maine



MARYLAND

University of Maryland Eastern Shore Small Farm Outreach Initiative

2010-11 Program Report

Project Overview: The Small Farm Outreach Initiative is a grant-funded project administered by the University of Maryland Eastern Shore's Extension Program. The project's main goal is to help small-scale and underserved farmers become successful agriculture entrepreneurs through education, training, and outreach. The project provides on-going outreach and educational activities that address a variety of issues and needs as identified among target audiences to include but not limited to: alternative enterprise selection, direct marketing, improved and inexpensive agriculture production practices, farm business management, conservation awareness, and participation in USDA farm programs. Outreach and trainings are delivered in group settings (informational meetings, workshops, farm field demonstrations, conferences), as well as, individual settings (office and farm visits).

UMES works closely with local, state, government agencies, and non-profit organizations (in Maryland and neighboring states) to provide information and assistance on the following subject matter(s): Available USDA Agricultural Programs/Services; Alternative Crop Selection; Direct Marketing; Financial Assistance; Conservation Practices; Pastured Poultry, Small Ruminants, High Tunnel Vegetable Production, Farm Safety, and many other Ag-related subjects. Topics chosen are based on well-defined issues and on-going interests/needs identified among small farmers via surveys, evaluations, and focus group meetings.

In the past two years, Small Farm Outreach Initiative has coordinated or hosted over 15 educational program events from informational meetings to workshops, field tours to on-farm demonstrations, and an annual Small Farm Conference. Each year, over 300 clients come out to participate in these various training and educational activities. Approximately, ten (10%) represent new and/or beginning farmers/landowners, 35% represent USDA's classification of socially disadvantaged, and nearly 50% represents farmer clients who have participated in the project for many years.

Selected Program Activities/Accomplishments: The following highlight select program activities and accomplishments made by the Small Farm Outreach Program over the past two years:

Small Farm Spring Series: During the month of April 2011, the Small Farms Program at the University of Maryland Eastern Shore sponsored a series of informative, hands-on workshops and field days for small-scale producers and those with a desire to farm. The overall goal was to educate producers on a variety of agricultural practices that are considered practical, cost-efficient and easy to adapt or implement. The Small Farm Spring Series featured topics on: 1) soil science, 2) high tunnel vegetable/fruit production, 3) drip irrigation systems, and 4) free-range pasture poultry. A majority of these events were held on Saturday to make it possible for more people to attend as many (including part-time producers) work off the farm during the week. In addition to the comprehensive training provided at each program, farmers received timely agriculture updates on policy regulations, state and government farm programs, and upcoming agricultural events.

Impact: A total of ninety-six (96) small-scale producers and prospective farmers attended one or more of the workshops/field days offered during the small farm spring series. The small farm series turned out to be a huge success as indicated from the post evaluations and positive feedback received from participants. The following show some of the positive impacts that resulted from educational programs offered:

- Ninety percent of the participants who attended the soil science long course felt they learned the importance and techniques for building good quality soils for agricultural production.
- As a result of attending the workshop on drip irrigation, two farmers plan to set-up a drip irrigation system for their crops this growing season.
- Out of the twenty participants who attended the workshop on raising pastured poultry, over 50% said they increased their knowledge of Small Flock and Nutrient Management considerably.

Annual Small Farm Conference: Over the past six (7) years, UMES has hosted an annual Small Farm Conference for farmers and landowners in Maryland and along the Delmarva Peninsula to equip them with tools and strategies to increase farm profitability and promote sustainability. In the past few years, the conference has grown “leaps and bounds” in popularity and recognition as one of the premier Agricultural events on Maryland’s Eastern Shore with attendance averaging well over 150 participants. At the most recent conference held back in November 2010, participants were exposed to a variety of seminars in the following categories: 1) alternative crops; 2) business and marketing side of farming; and 3) agriculture policy regulations.

Impact

- Sixty-six percent of the participants who attended the pre-conference session on Entrepreneurship Training increased their knowledge on the importance of developing a business plan, components of a business plan, what financial lenders look for, as well as, the resources available to assist small business entrepreneurs.
- As a result of attending a workshop session on “Income Opportunities with Pastured Poultry”, four (4) participants plan to add free-range chickens to their existing farm operation.
- Over 40 participants learned of ways to increase farm profits by ‘Growing and Marketing Herbs & Specialty Crops’. Fifty-seven (57%) percent of the participants plan to either diversify their operation by growing a new specialty niche crop or at least apply some of the marketing strategies to demonstrated.

On-Farm Demonstrations on Season Extension: A wide variety of techniques have been used to extend the growing season of horticultural crops. Over the past several years, high tunnels have become popular in this region with growers because of their simplicity and effectiveness in protecting crops from low temperatures in both spring and fall. Over the past year, the Small Farms Program at UMES has hosted several on-farm demonstrations at participating farmer sites highlighting the benefits of growing vegetables/fruits in High Tunnel systems. At each demonstration site, participants were educated and trained on the basic components of a high tunnel structure, site and land preparation, types of crops that can be grown in high tunnel systems, and horticultural management practices.

Impact: There were approximately 75 participants who attended one or more of the on-farm demonstrations held in the Delmarva region. The interest in High Tunnel Systems has increased among small-scale producers as they see it as a viable option to help them enter into the market both early and late into the growing season.

Direct Marketing Farm Bus Tour: In June 2010, the Small Farms Program at the University of Maryland Eastern Shore hosted a two-day ‘Exploring New Farm Income Opportunities’ farmer bus tour. The goal of the educational tour was to provide farmers an opportunity to learn from successful agricultural entrepreneurs in the Southeast/Tidewater region of VA. Real-life testimonials and success stories shared by hosting farmers and agricultural experts helped new farmers to see potential marketing opportunities for themselves. The stops chosen for the tour offered diverse and practical examples of what farmers can do to improve their bottom line. Major focuses included: direct marketing, value-added products, Agri-tourism, specialty “niche” crops, and sustainable farming practices.

Impact: Over forty producers and aspiring farmers attended the two-day educational bus. About 50% plan to utilize some of the marketing tools (CSA’s, branding, website, etc...) shared by farmers to their respective operations. Twenty-five percent plan to diversify their operations by adopting new alternative enterprises and/or sustainable farming practices (high tunnels, drip-tape irrigation).

Summary: The diverse mix of program activities offered through the project is attracting interest among broader audiences as witnessed in the increase number of new clients participating. Based on the positive feedback received during and after participation, there is a compelling need to continue providing educational programs that help existing and aspiring farmers own and operate farms successfully.

Contact

Berran Rogers, Small Farm Program Coordinator

University of Maryland Extension

Room 2141, Richard A. Henson Center

University of Maryland Eastern Shore

Princess Anne, Maryland, 21853

Phone: 410 - 651-6693

brogers@umes.edu

MARYLAND OUTREACH AND ASSISTANCE FOR SOCIALLY DISADVANTAGED FARMERS AND RANCHERS PROJECT

LOGIC MODEL TABLE (PAGE 1)

2010-11

INSTITUTION: UMES/ROGERS

Situation Statement: Socially disadvantaged and limited-resource farmers continue to face the following challenges: rise in production costs, limited access to financial credit, lack of good farm business management skills, and limited knowledge and participation in USDA government programs. The goal of this project is to establish a Small Farm Training Institute that will provide an ongoing forum to help limited-resource and socially disadvantaged producers prosper and become successful farm entrepreneurs through education, training, and networking.

Objectives: 1) Increase farmer's knowledge, understanding, and participation in available USDA agriculture programs and other farm programs/incentives offered by the state/government; 2) Enhance farmer's entrepreneurial and marketing skills that will enable them to make sound business decisions; 3) Train socially disadvantaged and limited-resource producers on how to identify and take advantage of risk management strategies/tools that will help them better manage and address potential risks associated with farming; 4) Educate and train agriculture producers on new/current agriculture issues to include: new alternative enterprises, alternative energy, sustainable farming practices, and innovative and cost-efficient production practices; and 5) Promote and build lasting relationships, networks, and partnerships among agriculture producers, Agricultural organizations, agencies, and businesses conducive to farmer's social and economic prosperity.

Inputs	Activities	Outputs	Outcomes – Impact		
			Knowledge	Actions	Conditions
<p>What we invest:</p> <p>UME Extension educators, specialists and administrators, researchers, focus groups, advisory board members, stakeholder involvement, grant funding, survey and needs assessment results, educational technology, office resources, and partnerships with local, regional, and state agencies and organizations.</p>	<p>What we do:</p> <p>- Conducted a Small Farm Series of informative, hands-on workshops for small-scale producers, SDFR, and those with a desire to farm.</p> <p>Workshop sessions touched on: Soil Health, High Tunnel Vegetable Production, Drip Irrigation Systems, and Free-range poultry production.</p>	<p>Who we reach:</p> <p>- A total of 96 small-scale producers and prospective farmers attended.</p>	<p>What the short term results are:</p> <ul style="list-style-type: none"> - 90% learned the basic components of soils, how to read soil tests, nutrients, and water holding capacity of different types of soils. - 75% increased their knowledge of horticultural practices HT vegetable production. - 100% learned the basic components of a drip irrigation system. - 95% increased their knowledge of egg regulations and on-farm processing for direct sales 	<p>What the medium term results are:</p> <ul style="list-style-type: none"> - New farmers plan to get soil tests to evaluate the health of their soils. - 15 Farmers were trained on how to set-up a simple drip irrigation system; 2 farmers plan to purchase drip-irrig systems next growing season. - Farmers will sign-up for High Tunnel assistance program through NRCS. 	<p>What the ultimate results are:</p> <ul style="list-style-type: none"> - Farmer participants have learned importance and techniques for building better quality soils which should increase crop yields by 10%. - Participation in USDA-NRCS High Tunnel Cost-Share Program will increase by 5% among program participants. - 5-10 new and existing farmers will enter into pasture poultry production.
<p>Assumptions</p> <p>USDA programs and Maryland Cooperative Extension (MCE) resources are still available; OASDFR funds are available and there is still discrepancy and knowledge lag between traditional farmers and socially disadvantaged farmers and ranchers.</p>			<p>External Factors</p> <p>Socially disadvantaged farmers still exist and find it worth to stay in farm business; actual farmers' responses to alternative agriculture, and farm management workshops; and new unforeseen opportunities.</p>		

**UNIVERSITY OF MARYLAND EASTERN SHORE
SMALL FARM TRAINING INSTITUTE**

LOGIC MODEL TABLE (PAGE 2)

2010-11

INSTITUTION: UMES/ROGERS

Situation Statement: Socially disadvantaged and limited-resource farmers continue to face the following challenges: rise in production costs, limited access to financial credit, lack of good farm business management skills, and limited knowledge and participation in USDA government programs. The goal of this project is to establish a Small Farm Training Institute that will provide an ongoing forum to help limited-resource and socially disadvantaged producers prosper and become successful farm entrepreneurs through education, training, and networking.

Objectives: 1) Increase farmer’s knowledge, understanding, and participation in available USDA agriculture programs and other farm programs/incentives offered by the state/government; 2) Enhance farmer’s entrepreneurial and marketing skills that will enable them to make sound business decisions; 3) Train socially disadvantaged and limited-resource producers on how to identify and take advantage of risk management strategies/tools that will help them better manage and address potential risks associated with farming; 4) Educate and train agriculture producers on new/current agriculture issues to include: new alternative enterprises, alternative energy, sustainable farming practices, and innovative and cost-efficient production practices; and 5) Promote and build lasting relationships, networks, and partnerships among agriculture producers, Agricultural organizations, agencies, and businesses conducive to farmer’s social and economic prosperity.

Inputs	Activities	Outputs	Outcomes – Impact		
			Knowledge	Actions	Conditions
<p>What we invest:</p> <p>UME Extension educators, specialists and administrators, researchers, focus groups, advisory board members, stakeholder involvement, grant funding, survey and needs assessment results, educational technology, office resources, and partnerships with local, regional, and state agencies and organizations.</p>	<p>What we do:</p> <p>- Conduct a Direct Marketing Farm educational bus tour.</p>	<p>Who we reach:</p> <p>- Over 40 producers and aspiring farmers attended the two-day bus tour.</p>	<p>What the short term results are:</p> <p>- 100% enhanced their knowledge of the broad array of direct marketing opportunities utilized by successful farm entrepreneurs.</p>	<p>What the medium term results are:</p> <p>- 50% plan to utilize some of the marketing tools shared by hosting farmers (CSA’s, branding/advertising, website, Agri-tourism, etc..)</p> <p>-25% plan to diversify their farm operation by adopting new alternative enterprises.</p>	<p>What the ultimate results are:</p> <p>- 5% of SDFR will implement direct marketing strategies and increase farm sales on average of \$3,000 per growing season.</p> <p>- Crop diversity will increase among.</p> <p>- Small scale and SDA farmers will become more market and business savvy.</p>
<p>Assumptions</p> <p>USDA programs and Maryland Cooperative Extension (MCE) resources are still available; OASDFR funds are available and there is still discrepancy and knowledge lag between traditional farmers and socially disadvantaged farmers and ranchers.</p>			<p>External Factors</p> <p>Socially disadvantaged farmers still exist and find it worth to stay in farm business; actual farmers’ responses to alternative agriculture, and farm management workshops; and new unforeseen opportunities.</p>		

**UNIVERSITY OF MARYLAND EASTERN SHORE
SMALL FARM TRAINING INSTITUTE**

LOGIC MODEL TABLE (PAGE 3)

2010-11

INSTITUTION: UMES/ROGERS

Situation Statement: Socially disadvantaged and limited-resource farmers continue to face the following challenges: rise in production costs, limited access to financial credit, lack of good farm business management skills, and limited knowledge and participation in USDA government programs. The goal of this project is to establish a Small Farm Training Institute that will provide an ongoing forum to help limited-resource and socially disadvantaged producers prosper and become successful farm entrepreneurs through education, training, and networking.

Objectives: 1) Increase farmer's knowledge, understanding, and participation in available USDA agriculture programs and other farm programs/incentives offered by the state/government; 2) Enhance farmer's entrepreneurial and marketing skills that will enable them to make sound business decisions; 3) Train socially disadvantaged and limited-resource producers on how to identify and take advantage of risk management strategies/tools that will help them better manage and address potential risks associated with farming; 4) Educate and train agriculture producers on new/current agriculture issues to include: new alternative enterprises, alternative energy, sustainable farming practices, and innovative and cost-efficient production practices; and 5) Promote and build lasting relationships, networks, and partnerships among agriculture producers, Agricultural organizations, agencies, and businesses conducive to farmer's social and economic prosperity.

Inputs	Activities	Outputs	Outcomes – Impact		
			Knowledge	Actions	Conditions
<p>What we invest:</p> <p>UME Extension educators, specialists and administrators, researchers, focus groups, advisory board members, stakeholder involvement, grant funding, survey and needs assessment results, educational technology, office resources, and partnerships with local, regional, and state agencies and organizations.</p>	<p>What we do:</p> <p>- Plan and host a Small Farm Conference for new, limited-resource, and SDFR farmers and landowners in 2010 and 2011.</p> <p>Featured session topics included: Entrepreneurship, Value-added marketing, CSA's, Specialty Niche Crops, Chevon production, Establishing Vineyard, Income Opportunities for Woodland Owners, Farm Safety, Computerized Record Keeping, High Tunnel Fruit production, and much more.</p>	<p>Who we reach:</p> <p>- Approximately 275 farmers, landowners, and those with an interest in farming attended the event.</p>	<p>What the short term results are:</p> <p>- 100% learned about new opportunities and strategies that promote farm profitability and sustainability.</p>	<p>What the medium term results are:</p> <p>- 66% understand the components of a business plan, what financial lenders look for, and what financial resources are available.</p> <p>- 57% plan to either diversify by growing a new alternative crop or at least adopt a new horticultural practice demonstrated.</p>	<p>What the ultimate results are:</p> <p>- Small Farm Conference participation has increased by about 10% and is more diverse.</p> <p>- Participating in state and government USDA programs will increase among SDA audiences</p> <p>- Farm business management and marketing skills will improve among participating farmers, resulting in increase farm profits.</p>
<p>Assumptions</p> <p>USDA programs and Maryland Cooperative Extension (MCE) resources are still available; OASDFR funds are available and there is still discrepancy and knowledge lag between traditional farmers and socially disadvantaged farmers and ranchers.</p>			<p>External Factors</p> <p>Socially disadvantaged farmers still exist and find it worth to stay in farm business; actual farmers' responses to alternative agriculture, and farm management workshops; and new unforeseen opportunities.</p>		

MISSISSIPPI

Alcorn State University, Small Farm Outreach Training and Technical Assistance Project

INTRODUCTION

Agriculture and forestry contribute more than \$5 billion to the economy of Mississippi, and approximately 20% of all jobs in Mississippi are directly related to agriculture. According to the 2007 Census of Agriculture, there were 41,700 farms in the state, 90% of them small farms generating less than \$100,000 in gross sales. These farms encounter many barriers ranging from enterprise selection to financial management, marketing, and decision making. The Alcorn State University Extension Program (ASUEP) helps small, limited-resource, and socially-disadvantaged farmers/ranchers thrive in a challenging economy.

Strike Force Initiative: These meetings are held in various counties in Mississippi to bring awareness of small farm issues to USDA programs and services. Strike Force develops a cadre of knowledgeable Agency experts to work collaboratively with existing Community Based Organizations to aggressively take USDA programs into poverty persistent counties. The target audience is primarily Farm Service, Rural Development and Natural Resource Conservation Service agency staff.

Community Resource Development (CRD): Community Development is the process of helping a community strengthen itself and develop towards its full potential. CRD partners with local people and organizations to meet identified needs. The ASUEP goal is to give individuals an opportunity to network, gain knowledge of the most current and cutting-edge tools, and be exposed to financial resources and assistance available through state and federal agencies

Small Farmers and Women and Business Conference: The conference focuses on assisting participants to start creative new enterprises or enhance agricultural endeavors, while gaining a wealth of knowledge of new marketing strategies and business opportunities. The conference provides networking and marketing opportunities, one-on-one meetings with state and federal agricultural agencies, and demonstration tours of educational learning sites. The conference also encourages participants to make positive changes based on research, introduces new and innovative farming enterprises, exposes participants to funding opportunities available for a variety of farm and business enterprises, and encourages participants to embrace innovative agribusiness technology.

Alcorn Extension Outreach Project and USDA-NRCS Strike Force Initiative/ Partnership

Community Outreach Meeting: This initiative is an agreement between Alcorn State University and the USDA-NRCS to train/educate small and limited-resource farmers on accurate record - keeping techniques. The purpose of this collaboration is to get a head start on improving and correcting a key obstacle faced by many small farmers in Mississippi when seeking to qualify for government programs and services.

Vendors Borrowers Training: This program provides formal classroom training to USDA-FSA borrowers as a part of their FSA loan requirement, and includes 12 hours of financial management and 6 hours of livestock and crop production agriculture. The training is designed to increase profitability and to better prepare farmers for business success using real world problems, through dissemination of information, practical exercises, financial management, farm management, land and property rights, estate planning, and introduction to USDA programs and services. Courses help agricultural producers become more profitable and be better prepared to operate in today's changing business environment. Producers may take any combination of three courses, determined in consultation with FSA personnel.

Computerized Record Keeping: Farmers learn computer basics, search the Web for Market Prices and possible Vendors for their products, and maintain computer generated financial records. These skills provide an avenue for small farmers to access USDA information and applications, as well as opportunities to develop or enhance their use of computers in communicating with families and friends.

USDA Awareness Workshops: Designed to promote USDA agencies' programs and services, these workshops include personnel from Rural Development, the Farm Service Agency, and Natural Resources Conservation Services; Alcorn State University Extension Program/2501 Small Farm Outreach Project,

and the Alcorn State University Small Farm Development Center. Workshops are held in various counties throughout the state of Mississippi.

Field Days: These events include many lectures and informational demonstrations that help small farmers be efficient and effective in their operations, thereby helping the State of Mississippi to flourish.

Agriculture High School Day: Over 255 high school students from ten different schools and over 90 current college students attended a recent event, where USDA deputy secretary, Dr. Kathleen Merrigan, was the keynote speaker. Her speech, titled "USDA Every Day Every Way," highlighted current trends in agriculture, and encouraged students to pursue careers in agriculture science and natural resources management, to help America maintain its strong position as a world leader in providing food and fiber to a growing population. At the school day, students also had an opportunity to meet representatives from 14 companies and governmental agencies, and learn about employment opportunities and the skills it takes to be successful in their area of specialty,

Black Farmer's Lawsuit Awareness Meetings: Section 14012 of the Food Conservation and Energy Act of 2008 provides late claim filers in the Pigford Black Farmers Class Action Lawsuit with a new opportunity to have their cases heard. ASUEP sponsored a meeting where farmers received updates on this Lawsuit from the Federation of Southern Cooperatives/Land Assistance Fund Rural Training and Research Center.

Grazing Lands Conservation Initiative: This initiative provides high quality technical assistance to private landowners to increase their understanding of the importance of grazing land resources.

Extension Awareness Day: An event showcasing and highlighting ASUEP's educational outreach and technical assistance capabilities within the state of Mississippi. The purpose of the awareness day is to inform the public of the Extension's four programmatic priority areas (Agriculture, 4-H, CRD, and FCS) and to forge relationships among key community leaders, grassroots organizations, youth etc.

Publications:

Brochures: The Small Farm Outreach Project, Vendors Borrowers help market the program and services of the project with representation of the financial support of USDA.

Record Books: (manual, pocket size and CD) give small farmers a structured record-keeping instrument to document business transactions.

Fact Sheets: The Small Farm Outreach Project provides fact sheets emphasize key points on Farm & Financial Management

Curricula:

Farm and Financial Management helps agents and other Agricultural professionals educate small family farmers on tools and techniques that minimize risk and improve profit through better financial management decisions.

Small Farmer Legal Risk educates small farmers on their rights under the law as it relates land and property ownership.

Farm Production Risk gives agricultural producers additional knowledge about the types of production risk and the tools and options to consider in managing those risks. The information is also a resource for others in the agricultural community.

Small Farm Outreach Website: provides a wealth of information about the Small Farm Outreach Project and other agricultural opportunities useful to small scale producers

Small Farm Outreach Directory: provides farmers and Agricultural professionals with contact information on federal and state agencies with ties to Agricultural

Contacts:

Carolyn L. Banks

Alcorn State University Extension Program

1000 ASU Drive # 479

Alcorn State, MS 39096

Tel.: 601-877-6260

Email: cbanks@alcorn.edu

Anthony Reed

Alcorn State University Extension Program

1000 ASU Drive # 479

Alcorn State, MS 39096

Tel.: 601-877-2305

E-mail: areed@alcorn.edu

Program: Small Farm Outreach and Technical Assistance Project Logic Model

Situation: Agriculture and forestry contributes more than \$5 billion to the economy of Mississippi. Approximately 20% of all jobs in Mississippi are directly related to agriculture. According to the 2007 Census of Agriculture, there were 41, 700 farms in the state and 90% of them are small farms generating less than \$100,000 in gross sales. These farms encounter many barriers ranging from enterprise selection, financial management, marketing, and decision making. The Alcorn State University Extension Program (ASUEP) will strive to help small, limited-resource, and socially-disadvantaged farmers/ranchers

Inputs	Outputs		Outcomes -- Impact		
	Activities	Participation	Short	Medium	Long
2501 Project Director 2501 Business Management Training Officers ASUEP Area Agriculture Extension Educators ASUEP Marketing Coordinator ASUEP Extension Specialists/Regional Coordinators ASU Researchers USDA Partners <ul style="list-style-type: none"> • Farm Service Agency (FSA) • Natural Resource Conservation Service (NRCS) • Rural Development (RD) • Risk Management Agency (RMA) Funding Curricula Equipment/Materials Technology	Conduct needs assessments One-on-one technical assistance <ul style="list-style-type: none"> • Applying for loans through FSA and the MS Small Farm Development Center (MS SFDC) • Developing farm and marketing plans • Cost-sharing Demonstrations <ul style="list-style-type: none"> • Hands-on record keeping • Computerized Record Keeping • Financial analysis Workshops/Programs <ul style="list-style-type: none"> • Vendors Borrowers Training • Farm and Financial Management • USDA Awareness Program • Marketing • Applying for loans • Best Management Practices 	Small farmers Limited-resource farmers Socially-disadvantaged farmers/ranchers Homeowners Financial Institutions USDA Agencies <ul style="list-style-type: none"> • FSA • NRCS • RD • Risk Management 	Learning Participants will: Learn to complete loan application on a needed basis with FSA, MS SFDC, RD, and traditional financial institutions. Learn to maintain farm and non-farm records using the manual record book provided by the ASUEP 2501 Project. Learn to maintain farm and non-farm records using a pocket size record book provided by the ASUEP 2501 Project. Learn to maintain farm and non-farm records using the computer and compact disc (CD) provided by ASUEP 2501 Project. . Learn to use email as an alternative method of communication, Microsoft Word, and Excel. Learn the importance of best management practices (BMPs). Learn ow to use direct marketing techniques to market agricultural goods and services. Learn about USDA Agencies and their programs and services.	Action Participants will: Evaluate lenders to determine the appropriate loan for their farm and home. Apply for loans through FSA, MS SFDC, RD, and traditional financial institutions. Use the computer and CD to maintain farm and non-farm records. Use the Internet to purchase equipment and supplies, and emailing other farmers and agricultural professionals. Implement BMPs for each farming enterprise (e.g., Integrated Pest Management (IPM), soil testing, and nutrient management). Market goods and services (e.g., farmers market, roadside stands, and grocery stores). Participate in USDA cost sharing program which will improve each farming enterprise.	Condition Participant will: Improve farm income and profitability. Reduce the digital divide gap between rural and urban MS. Improve water, air, and soil quality through sustainable agricultural practices. Maintain productive agricultural land for future generations. Increase the local tax base through local marketing. Increase production and labor efficiency.

MISSOURI

Lincoln University Innovative Small Farmers Outreach Program

Program Description: Launched in 2008, the Innovative Small Farmers Outreach Program (ISFOP) is designed to offer assistance to small farmers and ranchers, especially those who are socially disadvantaged and under-served, to create more productive, economically viable, and innovative enterprises while assuring environmental sustainability. Its ultimate goal is to improve small farmers' income and quality of life. Currently, ISFOP operates in seven counties (Franklin, St. Louis, Lincoln, Warren, St. Charles, and Jefferson, Washington) in the East Central region and in another seven counties (Cass, Jackson, Johnson, Lafayette, Ray, Clay and Platte) in the West Central region.

ISFOP staff include a campus-based Program Director and eight Farm Outreach Workers (FOWs) located in the counties. The FOWs work one-on-one with small farmers and in partnership with University of Missouri Extension, various USDA and state agencies, and community based organizations to provide research based information on relevant farming topics. While ISFOP works with all small farmers, its target clientele generally meets the following criteria: the family lives on a farm, farm income is necessary for maintaining their livelihood, the family makes the management decision and provides most of the labor needed on the farm, and the total annual family income is less than \$50,000. In addition to one-on-one service, the FOWs organize Workshops and provide training in areas of common interests to the small farmers. For example, ISFOP offered the following Workshops in recent months: Compost Making, Goat Farming, Vegetable Grafting, Season Extension/High Tunnel Construction, Native Plants, Poultry Production, and Vegetable Growing Basics. Urban Agriculture is another focus in the St. Louis and Kansas City metropolitan areas. Driven by the growing interest in producing food locally, ISFOP assists residents interested in starting their own backyard gardens or community gardens

For more information about ISFOP, please visit <http://www.lincolnu.edu/web/programs-and-projects/innovative-small-farmers-outreach-program>,

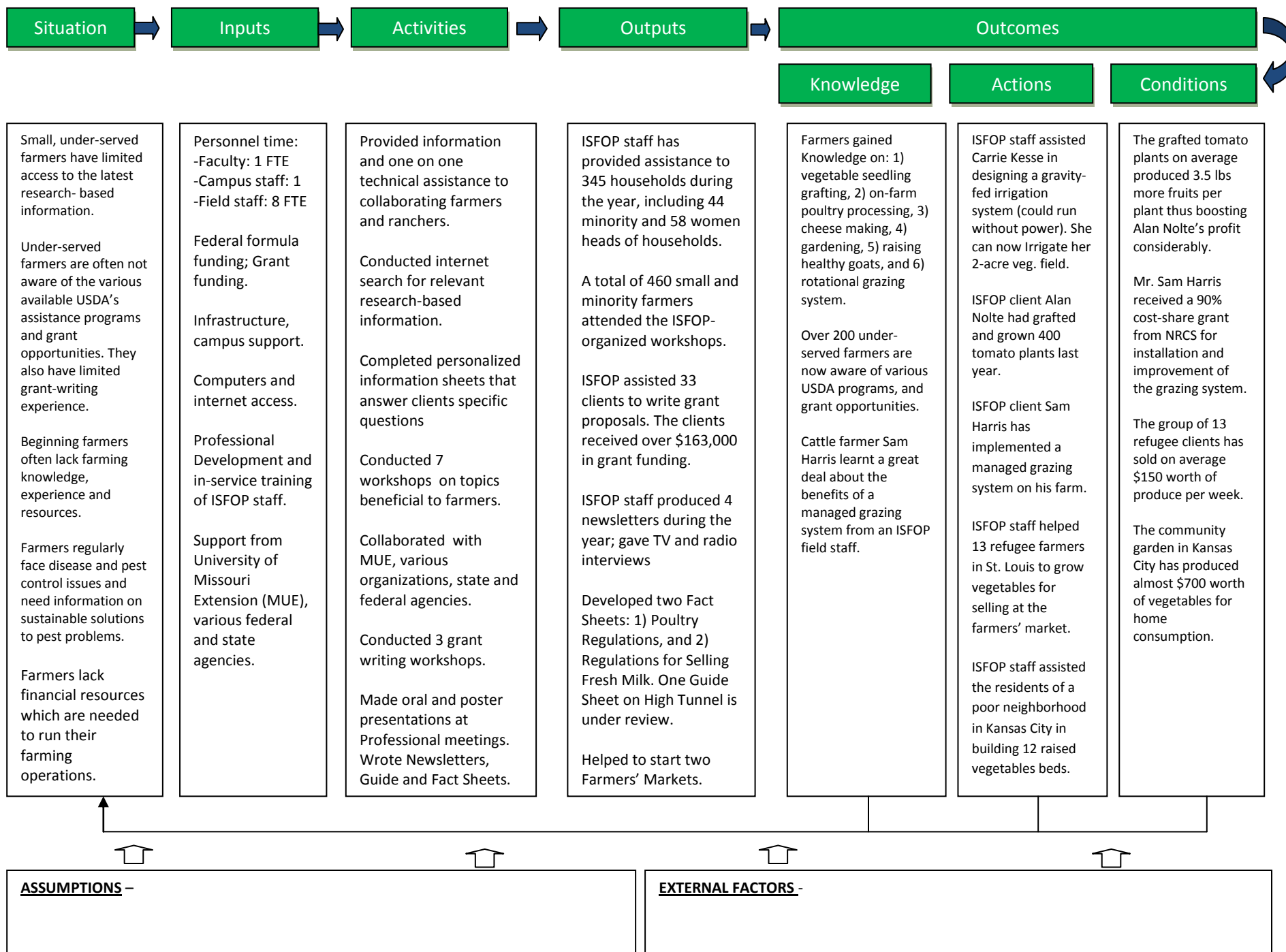
Contacts:

Dr. K.B. Paul, Program Leader, Phone: 573.681.5584, Email: paulk@lincolnu.edu;

West Central Region, Katie Nixon, Phone: 816.809.5074, Email: nixonk@lincolnu.edu;

East Central Region, Miranda Duschack, Phone: 314.406.4744, Email: duschackm@lincolnu.edu.

Logic Model for Lincoln University of Missouri's Innovative Small Farmers' Outreach Program (ISFOP); FY 2011



NEW MEXICO
New Mexico State University Cooperative Extension
Small Farm and Ranch Task Force

Background:

Agriculture has played an important role in the survival of the people of northern New Mexico within the past eight hundred years. The Pueblo Indians began their agricultural practices in 1200 A.D. as they settled the fertile river valleys of northern New Mexico. In 1598, the first European settlers led by Don Juan De Oñate inhabited northern New Mexico, nine years prior to the arrival of the Pilgrims at Plymouth Rock, thus creating permanent communities through Spanish land grants for both the Hispanic and Native American farmers and ranchers. These communities represent the oldest and most continuous agriculture production (farms and ranches) in the continental United States.

Today, there are nineteen Indian Pueblos, Jicarilla Apache and Eastern Navajo Nations located within the project target region in northern New Mexico with about **4,460** small-scale American Indian farmers and ranchers. In the thirteen county (San Juan, Rio Arriba, Taos, San Miguel, Mora, Guadalupe, Torrance, Santa Fe, Sandoval, Bernalillo, Valencia, Cibola and McKinley) region of the New Mexico State University Cooperative Extension Service's Small Farm and Ranch Task Force (SFRTF) service area, there are over **6,861** farms and ranches owned and operated by Hispanic small-scale producers, most of whom can trace their roots and individual farms to Oñate's settlement of northern New Mexico. All of the target counties and communities the SFRTF serves have combined Hispanic and American Indian populations of more than 70% with some as high as 95% as reported in the 2010 US Census, thus making them the majority in their minority governed and controlled world.

Agriculture is the core of culture, custom, tradition and language by both the American Indians and Hispanic farmers and ranchers of the region and continues to be a vital economic component to the region. Loss of agriculture in the region will directly affect the loss of culture and custom, adding to the economic and social hardship of these historic, but yet forgotten, American Indian and Hispanic farmers and ranchers as they have become the most fragile culture within American agriculture and are at the verge of extinction without continued assistance through USDA.

Through a coordinated effort lead by the SFRTF, socially disadvantaged farmers and ranchers of the region are made aware of USDA programs that can benefit their ability to own and operate their farms and ranches; are individually assisted in obtaining participation in these USDA programs; assisted in developing markets to increase profitability, and through research-based educational and technical programs specifically developed for the individual target audience in livestock, crop, fruit, range and forage production, are becoming a vital and participating entity in US agriculture. Direct one-on-one assistance is provided to these socially disadvantaged farmers and ranchers in an effort to educate and inform them of USDA programs and projects. Through the use of a team approach, specific needs are addressed and individuals who can provide this form of expertise work directly with the clientele through culturally approved methods.

The following are a list of programs and projects the SFRTF has accomplished from October 1, 2010 through September 31, 2011:

The SFRTF has made tremendous strides in developing a minority farmer/rancher directory for northern New Mexico. Over **12,000 Hispanic and Native American producers** are identified and included in this directory. The project has completed the minority public land permittee directory for the Carson National Forest and the Santa Fe National Forest. Efforts are currently being made to identify permittees in the Cibola National Forest as well as Bureau of Land Management lands in the target region. Over **2400 permittees** have been identified. The directory has proven to be an invaluable tool in contacting clientele about USDA programs targeted at ranchers. Many of the 2400 permittees have applied for drought/disaster relief programs USDA has provided these past years as a result of the projects efforts.

The Task Force provided one-on-one technical and educational programming assistance to over 300 farmers and ranchers on various topics at San Juan, Santa Clara, San Ildefonso, Pojoaque, Tesuque,

Cochiti, Santo Domingo, San Felipe, Santa Anna, Jemez, Sandia, Isleta, Laguna and Acoma Pueblos as well as the Navajo Nation. In addition, assistance was also provided to many Hispanic producers within the target region. Programs included vegetable crop production, forage production, soil testing and fertility, integrated pest management, livestock herd health, shearing schools, and marketing strategies. In addition, several topic specific workshops and conferences were conducted at various locations of the target region with over 500 in attendance.

Sustainable Agriculture Production:

- “First Passing on the Gift Celebration”, November 13, 2010. Sangre de Cristo Valley Livestock Growers Association, Mora, 29 in attendance
- Alfalfa Workshop, January 20, 2011, 40 producers attended the Sandia Pueblo Alfalfa workshop
- Bird in Crops Control Workshop, February 14, 2011, Santa Clara Pueblo, 4 in attendance
- Alfalfa Workshop, March 30, 2011, Santo Domingo Pueblo, 22 in attendance
- Pueblo Agriculture Conference was held on April 6 & 7, 2011 with over 120 participants
- Soil Testing Workshop, April 20, 2011, Pueblo of Jemez, 10 producers attended the workshop
- Grafting Workshop for Sangre de Cristo Valley Livestock Growers and Mora County producers, May 4, 2011 attended by 9 producers.
- Shearing Demonstration Workshop, May 9, 2011. OhKay Owingeh Pueblo, 4 in attendance
- Indian Livestock School was held on May 10 & 11, 2011 with over 150 in attendance
- Alfalfa Workshop, June 2, 2011, Santa Domingo Pueblo was attended by 22 producers
- Horse Health Care Workshop, June 27, 2011, Pueblo of Santo Domingo, 25 producers attended the workshop
- Defensible Spaces Workshop for the Sangre de Cristo Valley Livestock Growers and Mora County producers, June 29, 2011, attended by 21 producers
- Beef Cattle Vaccination Workshop, July 19, 2011, Sandia Pueblo, 11 in attendance
- Composting Workshop, August 22, 2011, OhKay Owingeh Pueblo, 2 in attendance
- Beef Quality Assurance Training Workshop, September 15, Pueblo of Acoma 13 producers attended the training , took the certification exam and all passed certification
- Tractor and Farm Equipment Maintenance Workshop, September 15, 2011, Santa Clara Pueblo, 12 in attendance
- Post Fire Water Quality Workshop, September 29, 2011. Cochiti Pueblo. Ash in water workshop with speakers from NM Surface Water Board, 13 in attendance

Marketing:

This year’s wool shipment was conducted on the weekend of June 11, 2011. Approximately 30,000 pounds of wool produced primarily by Native American and Hispanic producers was delivered to Mid-State Wool Growers Warehouse in Hutchinson, Kansas. The wool is sorted and graded at soaking and again at the warehouse; currently there is a shortage of sheep in the United States causing an increase in demand for fine wool. Current drought conditions have caused wool fiber diameter to be finer increasing the price paid per grade of wool. Some producers were paid up to **\$1.50 per pound which is about 10 times** trading post payment. Participants remain producers from Central and Northern New Mexico, Ramah Navajo, Big Navajo, Alamo Navajo, Canoncito Navajo, and Acoma Reservations.

Low numbers of sheep have increased demand for lamb throughout the United States. This has resulted in higher prices paid to producers. Heritage Meats has built a market for 4000 lamb carcasses and is expanding into grass-fed beef. Two marketing meetings were organized with sheep and cattle producers from Acoma and Jemez Reservations. Heritage Meats is focusing on providing slaughter, storage and marketing of Native American Produced Lamb and Beef. Prices paid to producers for live lamb has ranged from \$1.60 -\$2.00 per pound. Hopefully producers will increase sheep numbers in order to maximize potential income.

Record Keeping and Small Business Planning Education:

Task Force specialist has provided one-on-one technical and educational assistance in record keeping and small business planning to over 40 farmers and ranchers this past year. In addition, several record keeping and small business planning workshops were conducted during this time period with over 113 in attendance.

- Record Keeping and Business Planning Workshop at Acoma Pueblo, October 2010. 14 producers were in attendance
- Estate and Financial Planning Workshop, May 10, 2011, Laguna Pueblo, 40 in attendance
- Record Keeping Workshop, August 16, 2011. Sangre de Cristo Valley Livestock Growers Association, 24 in attendance
- Marketing Plan Workshop, September 28, 2011. San Ildefonso Pueblo development of a marketing plan for their farming project, 14 in attendance
- Livestock Record Keeping Training, September 29, 2011, Cochiti Pueblo, 21 in attendance

Disaster Assistance:

The Pueblo of Santo Domingo experienced three devastating hailstorms in August, September and October 2010. The final and most devastating storm occurred on October 3, 2010 destroyed 100% of all unharvested crops, forage and range grasses (70% of total yearly production). In addition, the storm killed many horses and cattle on the Pueblo. The SFRTF was notified by Tribal leadership and immediately started contacting USDA agencies who could assist the producers. The U.S. Congressional delegation and the State Governor's Office was also contacted and activated. An agricultural damage assessment was conducted by a Task Force specialist and sent to the Governor's Office and the State USDA FSA Director resulting in a quick response to emergency USDA assistance. Without this quick response by the Task Force, we were advised by Pueblo leadership that the Pueblo would not have been served by USDA and FEMA in a timely manner and the producers would not have received emergency insurance claims for the crops and livestock lost during the storms. The Task Force has continued to assist the Pueblo producers in the recovery throughout the fall and winter of 2010 and the spring and summer of 2011.

Nobody in northern New Mexico expected to see 27 degree below 0 temperatures in February. No one thought that we would have extreme drought conditions by the time June came to be. To see hay prices skyrocket and top \$400/ton (normally \$80-100/ton) and have over 156,000 acres burn from wildfire in the Jemez Mountains of the Santa Fe National Forest (*Las Conchas Fire*), impacting several state, federal and privately held lands within agricultural communities in Sandoval, Los Alamos and Rio Arriba Counties and the tribal lands of the Pueblos of Santa Clara, Jemez, Cochiti, and Santo Domingo. All of these disasters have taken place between February and September 2011 and have really taken its toll on northern New Mexico. Our landowners are both diverse in cultural heritage and agricultural production.

The SFRTF coordinated a multi agency task force to conduct USDA Farm Service Agency disaster program informational meetings at (5) locations in each of the four counties: Taos, Rio Arriba, Santa Fe and Sandoval. The meetings were all held within a nine-day time frame in mid August 2011. Meetings were all held during the evening hours due to the nature of producer's schedules, as most hold full-time jobs and would not have been able to meet during normal working hours. Meetings were held in the communities of Cañon (Sandoval Co.), Cuba (Sandoval Co.), Santa Fe (Santa Fe Co.), Taos (Taos Co.) and Abiquiu (Rio Arriba Co.). A flier announcing the meetings was mailed to 1474 households in the four counties August 2, 2011. In total, 115 producers attended the meetings. The issues and/or commodities that were identified as being impacted by any or all of the disasters included:

Programs described and discussed by Farm Service Agency representatives included:

- Livestock Forage Program (LFP)
- Livestock Indemnity Program (LIP)
- Non-insured Crop Disaster Assistance Program (NAP)
- Emergency Conservation Program (ECP)
- Emergency Loan Program (EM loans)

- Tree Assistance Program (TAP)
- Emergency Assistance for Livestock, Honeybees, and Farm-raised Fish program (ELAP)
- Supplemental Revenue Assistance Payment Program (SURE)

Informational materials about each program as well as assistance application packages were given to each participant, with encouragement to call the FSA office for additional assistance. In addition, information regarding the USDA Settlements and Claims Adjudication Process (Women, Hispanic, Native American, and African American) was provided to participants.

Over 200 farmers and ranchers were assisted with USDA programs. Other USDA information workshops:

- Farm Service Agency, NAP program information and deadline, 33 clientele were assisted with applying for program, January through March 2011
- FSA Program Informational Workshop, July 14, 2011, Pojoaque Pueblo, 5 in attendance
- USDA FSA Drought Disaster Assistance Workshop, August 1, 2011, Santo Domingo Pueblo, 38 in attendance
- Livestock Forage Program Workshop, August 18, 2011, Pueblo of Sandia Farm Service Agency presented the current programs to producers on the Pueblo of Sandia, 8 in attendance

USDA Resource Fairs:

The SFRTF coordinated with community organizations and USDA agencies to implement the following USDA resource fairs:

- Women in Agriculture Conference and Resource Fair, October 20, 2011. Worked with FSA northeast agency, NRCS, RD, Tierra y Montes SWCD and Extension Agents from Mora and San Miguel counties on the Women in Agriculture Conference and Resource Fair held in Las Vegas, NM. The Women in Agriculture Conference and Resource Fair was attended by 77 participants plus 15 agency personnel and presenters.
- 2nd Annual Acoma Pueblo Ag Day and Resource fair, July 21, 2011. Worked with the Pueblo of Acoma, Acoma Livestock Growers Association, USDA FSA, NRCS, NASS, RD and the Cibola County Extension Agent to coordinate and implement the resource fair. There were 85 participants that attended the conference/resource fair.

SFRTF Impacts:

Wool and Sheep Project: The Acoma Pueblo, Laguna Pueblo and the Eastern Navajo Wool Growers Associations were assisted in marketing their wool as a cooperative and by providing educational programs in herd health, management, nutrition as well as in grading/sorting their wool prior to bagging, resulted in a very beneficial economic boost of **several thousand dollars** for the groups. Ranchers were at the mercy of local trading posts receiving only **10 to 19 cents/pound** for their wool, in 2005, the ranchers received an average of 75 cents/pound by utilizing the methods taught by the Project. In 2006, the ranchers received an average of 95 cents/pound, in 2008, over \$1.00 /pound, in 2009 – 2010, \$1.25/pound and in **2010-2011, \$1.50/pound**. The project sold over 30,000 pounds of graded and sorted wool to a major warehouse this year, thus increasing previous wool sales by well over **1000%**. In addition, in 2008-2010, a sheep health program was conducted through USDA Risk Management grants at the Acoma Reservation during the sheep shearing season. Vaccinations for health and parasite control were conducted and have continued by the producer to present day. We achieved a **20 to 30%** increase in lamb weaning weights when sold in October, thus increasing sale per unit by **25% or \$75 /lamb**. The healthier ewe population also breeds faster and healthier with more twins born in the spring. The SFRTF has assisted a local small scale livestock processing facility to expand and we are now targeting lamb sales through local restaurants, casinos and other retail and wholesale (Sysco Enterprise) outlets resulting in a **20 % increase** in live wt. sales for our producers.

New Mexico State University Extension Plant Sciences Department
Impact Report for Small Farms Activities 2010-2011

Small Farm/Urban IPM: This program addresses pest management issues of concern to small-scale commercial growers (including organic growers), home gardeners, the landscape industry, and schools. A key need in helping to reduce unnecessary pesticide use in all of these sectors is to increase the awareness and recognition of beneficial insects and cultural controls as key components of IPM programs. Activities conducted in 2010 included a series of five organic IPM farm walks, IPM “Bug Nights” (hands-on evening classes held during the summer months), and various school IPM outreach activities. Applied research projects include squash bug biology and control and organic control of several fruit pests (codling moth, peach twig borer, and peach tree borer). A new outreach and demonstration project trialing native plants for pollinators and other beneficial insects was initiated in 2010 in collaboration with NRCS’s New Mexico Plant Materials Center at Los Lunas. More than 100 people participated in a total of seven “Bug nights” held in 2010 and 2011. Pre- and post-training tests indicated that these events greatly improved attendees’ ability to recognize common pests of fruit and vegetable crops, their damage, and beneficial insects. On average, participant’s scores increased from 17.4% *before* the event to 74.8% *after* the event. More than 80 people attended one of the five organic IPM farm walks held in 2010. After attending these events, 67% of participants reported an increase in their knowledge of organic IPM and 100% reported an increase in their understanding of the subject (24% by ‘a little’, 76% by ‘a lot’). These events also provided valuable feedback on the IPM-related needs of this audience. The joint NRCS/NMSU pollinator project has resulted in a robust list of recommended plants for NM growers seeking to provide habitat for native bees and other beneficial insects (allowing them to apply for cost-share programs such as EQIP). Applied research on peach tree borer control with mating disruption has demonstrated the utility of this approach even for small-scale organic growers, who in the past have found this to be a particularly intractable problem.

Sustainable fruit production: This program addresses fruit production issues for fruit growers, small farmers and home gardeners. In Northern New Mexico, the number one issue in fruit production is late frost. The most efficient ways to manage late frosts are wind machine or overhead sprinklers, but most small farmers can’t afford the cost of these practices. To mitigate this problem, this program is helping growers to diversify their operation to small fruits and other alternative crops which are not as vulnerable to late frost and will produce reliable crops annually. Activities conducted in 2010 and 2011 included Field Days at NMSU Alcalde Center, Jujube pruning and fruiting habits and fruit tasting workshops, Fruit Tree Pruning workshops, grafting workshops, hosting individual visitors, school visitors or class programs. Around 300-350 people attended those field days, and various workshops in 2010 and 2011. Attendees indicate that these events are providing valuable information that will assist them in making management decisions for their farms. Applied research connected to this program includes gooseberry and currant demonstration plots, strawberry cultivar evaluation in high pH soils in northern NM, blackberry cultivar evaluation and high tunnel production in high pH soils, and jujube cultivar evaluation under two irrigation systems at Alcalde.

Viticulture: The Viticulture Program is designed to assist existing and new grape growers develop productive vineyards. Activities conducted include individual site visits, plant material selection, trellis construction, improved cultural practices, and organizing a statewide annual conference. Geographic and climatic conditions are quite different throughout the state; therefore significant effort is devoted to the selection and evaluation of site-specific suitable grape varieties to plant. In addition to cultivar productivity, grape juice quality is analyzed as part of the cultivar evaluation process. This data provides measurable statistics which assist growers in their decision making process. Beginning in 2010, an introductory winemaking workshop is being held annually. Other workshops addressing seasonal cultural practices are held with the help of County Agents, the Vine and Wine Society and Informal Grower Groups. These activities have led to improved cultural practices with respect to irrigation, canopy management and soil management reducing costs to the grower by increasing yield and grape quality.

Commercial Vegetable Production: This program provides support to increase the profitability and sustainability of small, as well as large, vegetable producers. The program focuses primarily on the introduction of new research initiatives and educational trainings designed to assist growers in meeting production challenges. Assistance is provided through interaction with County Extension Agents, other

agricultural professionals, and direct contacts with growers throughout the state. Current best production practices for vegetables in New Mexico were disseminated through the annual NM Chile Conference, the Master Gardener Conference, chile and onion field days, sustainable agriculture workshops (with support from WSARE), vegetable production training seminars, and creation of fact sheets and bulletins. As project director for WSARE in NM, the Vegetable Specialist responsible for this program has assisted growers, extension personnel and researchers in receiving over \$500,000 in WSARE funding for NM projects.

Pecan and Pistachio Production: Navel Orangeworm (*Amyelois transitella*) is the primary insect pest in most pistachio growing areas and has been associated with increased aflatoxin levels. A County Agent – Specialist cooperative project was conducted to characterize the level of damage (if any) caused by NOW in small-scale pistachio orchards of Otero County, NM, to monitor the appearance of NOW generations in Otero County orchards, and to help Otero County producers develop effective programs for monitoring and controlling NOW. At the NMSU Pistachio Producers Workshop (Alamogordo, NM, March 14, 2011) an oral report was given of first year findings showing that considerable NOW damage was indeed occurring during shell split. Local small-scale producers learned how to time insecticide applications to the damaging third NOW generation using almond meal traps. Assessment of efficacy of pesticide applications in mitigating NOW damage during the second year of the project (2011) in two Otero County orchards is currently underway. It is anticipated that effective control of NOW in orchards will increase pistachio edible kernel yield in Otero County by 5-10% and eliminate aflatoxin occurrence on pistachio.

Due to high pH soils, iron (Fe) chlorosis symptoms are widespread in Pecos Basin pecan orchards and have long been a major production limitation. A 3-year long Fe-EDDHA fertilizer trial in Roswell, NM showed ~90% efficacy in mitigating Fe chlorosis symptoms in mature pecan trees. These data, including recommended application rates and techniques, were presented at the Western Pecan Growers Association conference (Las Cruces, NM, March 7, 2011), the largest annual gathering of New Mexico pecan producers. Conference attendees showed strong interest and those that adopt annual application of Fe-EDDHA fertilizer in pecan orchards with severe Fe chlorosis can bring yields to near normal levels.

Sustainable Crop Production: This program addresses crop production issues of concern to growers including small-scale, socially disadvantaged, and organic growers. Specifically, the program aims to address issues related to designing sustainable cropping systems based on sound agroecological principles. Recent activities included extension presentations at several local and regional meetings and conferences, initiation of new outreach and applied research projects and promotion of the NMSU Small Farm Institute through farmer meetings and grant submissions. Outreach efforts included a multi-disciplinary project to introduce broccoli as a new crop for small scale producers in southern New Mexico. Applied research projects included initiation of a cover crop based rotation experiment for transitioning to organic; a soil fertility management experiment to evaluate efficacy of locally available organic sources of nutrients with broccoli as a model crop; and a student project assessing soil health indicators under diverse organic and small scale production systems. Outputs included a demonstration/workshop on compost-tea, a poster on soil health assessment, extension presentations on designing sustainable cropping systems, and farmer meetings. As an impact of these efforts, producers are more aware and interested in including green manures and cover crops in their rotations and in experimenting with diverse sustainable practices.

Plant Diagnostics: The NMSU Plant Diagnostic Clinic provides plant diagnostic services for all of the state's crops/plants, including landscape plants and forest trees. Services include analysis of plant material for plant pathogens and environmental stresses, insect identification, and weed or plant identification. Management recommendations that focus on appropriate integrated control measures are provided. The clinic processes over 1,500 disease samples, over 1900 arthropod samples and over 100 weed/plant identification samples annually. The diagnoses provided assist growers in making appropriate management decisions through accurate identification of the problem. The services provided also help reduce grower inputs and potentially reduce negative impacts on the environment by avoiding excessive or needless pesticide applications. The clinic serves as a support lab for the National Plant Diagnostic Network and participates in a variety of Local, regional and national pest surveys.

Contacts:

R. Edmund Gomez

Assistant Dept. Head, Ext. Agriculture Economics

Sustainable Agriculture Science Center at Alcalde

New Mexico State University

P.O. Box 159, Alcalde, NM 87511

Phone: 505-852-2668

gr@nmsu.edu

Dr. B. Hinrichs, Associate Director, Cooperative Extension Service,

MSC 3AE

P.O. Box 30001

Las Cruces, NM 88003-8001

Phone: 575 - 762-1052

Mark Uchanski

Plant and Environmental Sciences Department

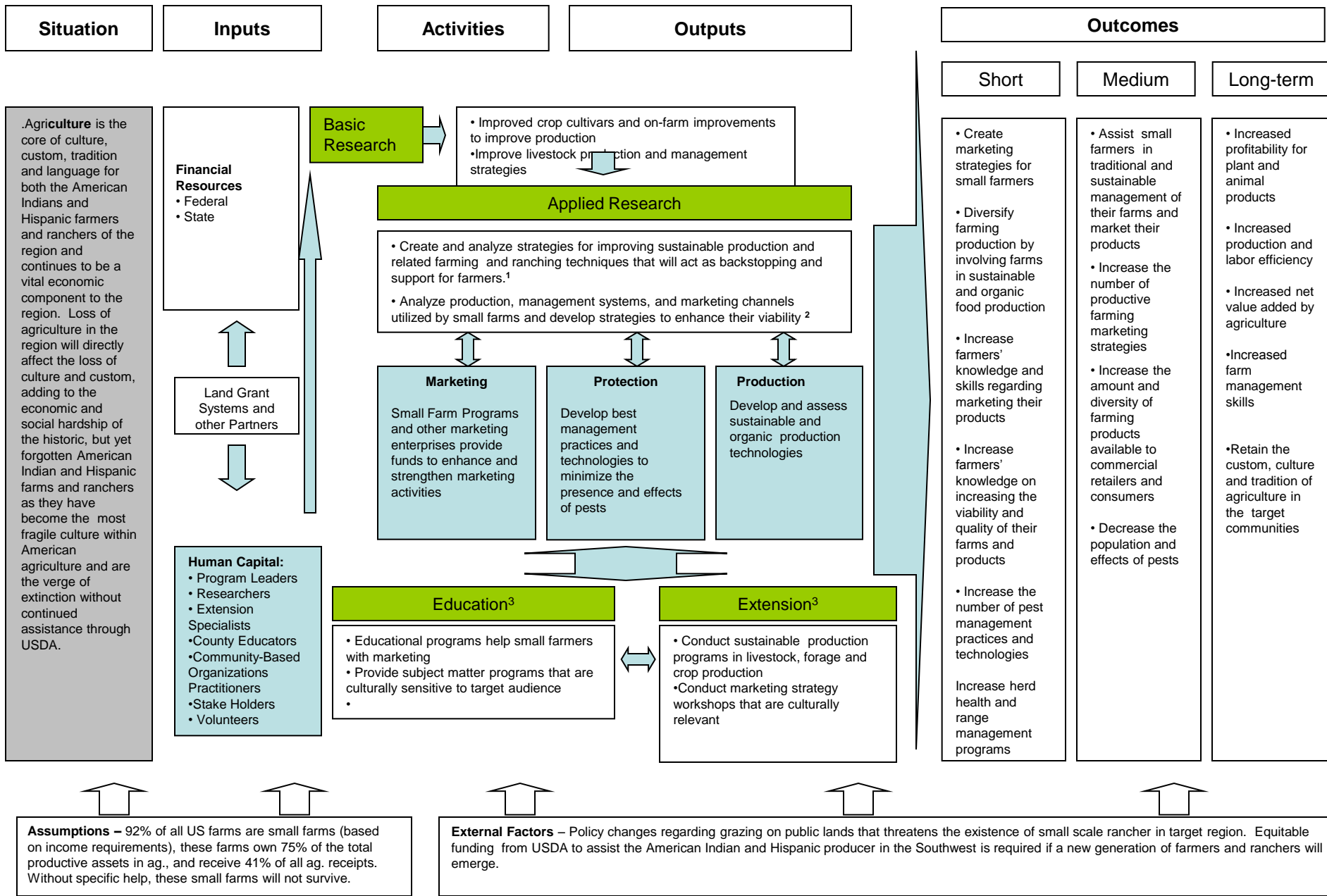
New Mexico State University,

P.O. Box 30003

Las Cruces, New Mexico 88003

Phone: 575 - 646-1914

Small Farms: Increasing Marketing Skills and Farm Viability



NEW YORK

Cornell University Small Farms Program 2010-11

The mission of the Cornell Small Farms Program (SFP) is to support and encourage the sustainability of healthy, thriving small farms that contribute to food security, healthy rural communities, and the environment. To this end, we have fostered small farms focused research, extension programs, networking and collaboration across New York State. In March 2010, the Cornell Small Farms Program hosted the 3rd biennial NY Small Farms Summit. Over 100 farmers, extension educators, researchers, agency and NGO staff participated at four videoconference sites. We asked attendees to prioritize specific and pressing new projects that could provide useful outcomes to NY's small farms over the next 2 years. We collected this feedback through a voting process held simultaneously at all 4 video-linked sites. Attendees divided into groups representing our Work Team focus areas (Livestock Processing; Grasslands Utilization; Farm Energy; and Local Markets). Then, each group participant was presented with ten top priorities for that focus area and given the opportunity to vote on 3 *most pressing initiatives* that would become the basis of the Work Team's plan of action in 2011-12. Small Dairy was later added as a fifth work team. In 2011 five teams were funded between \$2,000-\$5,000 to produce a series of on farm workshops, on-line and printed resources and video trainings that were hosted and disseminated through county extension offices, at conferences and through our website. The outcomes of their work can be found in detail at www.smallfarms.cornell.edu.

Target audience: Small farmers Extension Educators, Cornell Faculty, USDA staff supporting small farms, Private lending organizations supporting small farms, Non-profit organizations supporting small farms, Organic dairy producers, Livestock processors, Agricultural policy makers, Beginning farmers, General public, Youth. We also have over 300 BFs currently using our online resources to develop their farm plans (increasing at about 30/month) and 5,500 individuals accessing our on-line resources each month.

The **Northeast Beginning Farmer Project** unveiled a new website with expanded tools and a wealth of new resources. <http://nebeginningfarmers.org>. The new site features a growing selection of video footage capturing experienced farmers and their successful production techniques in action. Included in the library are video interviews with farmers sharing advice on profitability, choosing an enterprise, evaluating land, and much more. The 'New Farmer Hub' helps farmers draft a pre-business plan with the help of tutorials and interactive worksheets. Users can search our map to locate service providers offering customized one-on-one support. In addition, we hosted professional development training for 65 beginning farmer specialists from around the Northeast. Training included sessions on economic impact evaluation, land access, and beginning farmer training criteria and evaluation methods.

Based on surveys, interviews, focus groups and informal conversations with farmers, extension educators, faculty, and other farm support agencies we have begun to address two new training and research initiatives. The first will address ways of assessing and reporting the economic impact of small farms and beginning farmers. The team of SFP staff, extension staff and faculty from 3 Cornell University, the University of Vermont and the Pennsylvania State University led a webinar and face to face workshop in Albany for beginning service providers from around the Northeast. From this workshop a number of beginning farmer service provider organizations expressed interest and commitment in participating in a full training of data collection and assessment.

The second new initiative is to improve our education, outreach and connection with minority farmers. The purpose of the study is to understand the particular learning, communication and resource needs of black farmers in NY. This research will be shared with collaborators to develop new strategies for improving the agricultural services offered to minority farmers in New York.

Small Farm Program Outreach: Our outreach includes coordinating the writing and editing of the Small Farm Quarterly, as a special insert in Country Folks magazine. Over 27,000 households receive research-based and farmer-generated information via the Quarterly. With each issue, 14-18 CCE educators and Cornell researchers, 4-6 agency/NGO staff, and 3-4 farmer-authors are able to reach and serve this small farm audience. Over 5,000 subscribers to our monthly email - Small Farms Update - have access to announcements, news, events, funding opportunities and educational resources. Our extensive web site averages 3,200 hits per week. Our program efforts have resulted in 88% of New York's county Cooperative Extension offices conducting educational programs specific to small farms.

Our work teams have provided testimony, state-wide action plans and educational events on key issues affecting grasslands utilization, livestock processing, small farm energy, local markets, and beginning farmers. Since the Beginning Farmer website launched 9 months ago, we have had nearly 57,400 visitors, averaging 180 visits per day. Several hundred people have created accounts on the site, and about half of these have completed 3 or more new farmer planning worksheets. In 2011 we have offered 10 online courses with an average of 30 participants per course - including 4 new topics - to help beginning farmers continue their educational growth. We do not offer any academic credit, but those who successfully complete a course will receive a certificate and are also eligible for Farm Service Agency (FSA) borrower training credit, which can improve eligibility to receive a low-interest FSA loan. We have distributed more than 6,000 hard copies of the Guide to Farming in NY, in addition to copies downloaded electronically, and have received very positive feedback from farmers.

Workshops and conferences: In 2010 and 2011 the Cornell Small Farm Program staff led or presented at over 40 workshops and conferences in the Northeast. Total attendance including workshop attendants, presentation audiences and visits at conference tabling events exceeded 2000 individuals.

Publications:

Rangarajan, A. and V. Stone 2010. Small Farm Quarterly. Provides technical information and resources on various issues relevant to small farms in the Northeast. Published in conjunction with Country Folks Magazine of Lee Publications. Also available at <http://www.smallfarms.cornell.edu/pages/quarterly/index.cfm>.

Stone, V. 2010. Cornell Small Farms Update. Monthly. Provides timely information on educational information, resources and workshops of interest to small farms. Via email and available at <http://www.smallfarms.cornell.edu/pages/news/updatearchive.cfm>

Masler, A. and Bass, A. 2010 New York Farm Energy Innovators. Highlights six small farms and their strategies for conserving energy or converting to renewable fuel. Available: http://www.smallfarms.cornell.edu/pages/projects/workteams/energy/EnergyProfiles_2010.pdf

Goodsell, M. and T. Stanton. 2010. A Resource Guide to Direct Marketing Livestock and Poultry. Outlines regulations and strategies for successful direct marketing of animal products. Available at: <http://www.smallfarms.cornell.edu/pdfs/Resource%20Guide%20to%20Direct%20Marketing%20Meat%20and%20Poultry.pdf>

Roth, M. 2010. Guide to Farming in New York: What Every Ag Entrepreneur Needs to Know. This resource includes 33 fact sheets on all aspects of getting started or operating a farm in NY. Available at: <http://www.smallfarms.cornell.edu/pdfs/GuidetoFarminginNYUpdated2-10.pdf>

Welch, D. 2010. Green Grass Green Jobs: Increasing Livestock Production on Underutilized Grasslands in NY. This report highlights research, policy and education needs to expand use of grasslands for livestock production. Available at: <http://www.smallfarms.cornell.edu/pages/projects/workteams/GU/Report.pdf>

Websites:

Small Farms Program website: www.smallfarms.cornell.edu

Beginning Farmer Resource Center: <http://nebeginningfarmers.org>

Partnership and collaborative efforts: Partners include: Cornell Cooperative Extension, Numerous small farm operators, USDA-NRCS, RC&D, NYS Department of Agriculture and Markets, 82 beginning farmer organizations from the Northeast, USDA-Farm Services Agency, Grazing Lands Conservation Initiative, Penn State University, NYC Watershed Agricultural Council, Alfred State (SUNY).

Cornell Small Farm Program Staff

- Anu Rangarajan, Director, Cornell Small Farm Program, ar47@cornell.edu
- Fay Benson, Cornell Cooperative Extension, Cortland County and Cornell Small Farm Program, afb3@cornell.edu
- Erica Frenay, Project Coordinator, NE Beginning Farmer Project, ejf5@cornell.edu
- Matthew Goldfarb, Extension Associate, Cornell Small Farm Program, mg682@cornell.edu
- Michelle Podolec, Project Coordinator, NE Beginning Farmer Project, mls266@cornell.edu
- Violet Stone, Outreach Coordinator, Small Farm Program, vws7@cornell.edu

NORTH DAKOTA

North Dakota State University Small Farm Programming

Situation and Inputs: North Dakota State University (NDSU) and its Extension programs provide support for small farm operations as a regular part of their on-going educational efforts often done without regard to farm size. Certain programs and materials have included a discussion of nontraditional agricultural opportunities such as value-added agriculture, organic/natural agricultural production, horticulture, and agritourism. Beyond the production aspects, business skills and the possible integration of small farm opportunities into on-going farming operations, whether on a part-time basis or in combination with other agriculture activities or some type of off-farm employment, are a part of the programming. In addition, activity in the last year has included efforts in expanding the size of potential markets via food cooperatives, farmers markets, and CSAs along with increasing use of online marketing. Activities undertaken will often involve partners including other NDSU departments, SARE, Cooperative Extension located in other states, North Dakota State Departments such as Agriculture and Commerce, other universities in the state, private organizations, and grass-roots efforts.

Outputs: The NDSU Extension Service will continue, as part of its ongoing efforts, to hold educational programming sessions and produce a variety of educational resource materials including workbooks, fact sheets, and newsletters. Timely information using online resources and social media relevant to the small farm operator, among others, will be provided. Plans are to further coordinate the various activities surrounding small farm development.

Anticipated Outcomes: Efforts will continue to focus on increasing the production skills of the farm operators, including the small farmer, as well as expanding the understanding the small farm as a business. Typically this will involve education in the areas of marketing, management/operations, manufacturing/packaging, and sales/customer service. Linked in with expanding the capacity of the small farmer will be market expansion efforts such as supporting local foods and buy local campaigns. The goal of all this work is to further the understanding of farms as an economic engine and expand the understanding of its role for economic development and growth in rural communities and all of North Dakota.

CONTACT:

Glenn Muske

Rural and Agribusiness Enterprise Development Specialist

North Dakota State University Extension Service

2718 Gateway Ave, #104

Bismarck, ND 58503

(p) - 701-328-9718

glenn.muske@ndsu.edu

OHIO

Ohio State University 2011 Small Farm College and Conference Summary

Bringing small farms in Ohio to life is the theme of the New and Small Farm College program that has been offered to farm families since 2005. The program focuses on the increasing number of new and small farm landowners that have a need for comprehensive farm ownership and management programming.

New and Small Farm College: The mission of the college is to provide a greater understanding of production practices, economics of land use choices, assessment of personal and natural resources, marketing alternatives, and the identification of sources of assistance.

The New and Small Farm College has three educational objectives:

1. To improve the economic development of small farm family-owned farms in Ohio.
2. To help small farm landowners and families diversify their opportunities into successful new enterprises and new markets.
3. To improve agricultural literacy among small farm landowners not actively involved in agricultural production.

The college consists of up to 20 hours of classroom time and a single-day tour of various small farms is utilized to demonstrate successful agricultural enterprises.

The educational components consist of the following:

- Getting started in the planning process
- Sources of assistance
- Agricultural legal issues
- Inventory of natural resources
- Financial and production record keeping
- Crops and horticulture production
- Animal Production
- Marketing

In 2011, three colleges were held in Ohio with 60 farms and 87 individuals represented, making the total participant count of this highly successful program at 507 individuals and 401 Farms representing now 46 Ohio Counties and one Indiana County since it began in 2005. 2011 Pre-program surveys indicated participants represented 26 counties with 35.6% of the audience being female and 71.2% of the participants indicated they were new clientele to Extension programming. The average size of the farm participating was 69.1 acres (0 to 640 acres) with average ownership of 10.5 years. Post-program surveys indicated 72.1% of the participants developed or changed their farm use plan after attending these colleges. The participants rated the overall program a 9.05 out of a 10 point scale with 10 being best. One hundred percent of all participants responding would recommend this program to others and 96.5% felt the program met or exceeded their expectations.

The New and Small Farm College will continue in 2012 with three new locations spread across Ohio.

Small Farm Conference and Trade Show: This is a second program that focuses on small farm production. This program began in 2009 with the inaugural Small Farm Conference and Trade Show-“Opening Doors to Success” held at Wilmington College in Wilmington, Ohio. This program concept has now grown to two conference locations for Ohio Producers to attend – “Opening Doors to Success” in

Wilmington, Ohio and the second conference called “Living the Small Farm Dream” Conference and Trade Show held in Massillon, Ohio.

These intensive conferences are set up to provide small farmland owners the opportunity to explore options for their land use from over 35 different comprehensive seminars taught by Extension professionals and industry leaders on a wide variety of agricultural enterprises. Seminars focus in the areas of aquaculture, farm management, forages & pasture, livestock – exotic and traditional, horticulture – fruit and vegetables, natural resources, Sustainable Agriculture Research and Education (SARE), organic production, and marketing and much more. To date, more that 870 small farm land owners and enthusiasts have attended these conferences.

In 2011, 300 small farmland owners and enthusiasts participated in the two conferences. Participants traveled from 41 different Ohio counties and three states to attend these events. Post Conference surveys indicated 50% of the attendees were women and another 5% were socially disadvantaged or minority farmers. From post conferences surveys, 88% indicated they learned something new from the attending the conference and 35% of respondents indicated this was the first extension program they had ever attended. Average farm size represented at the two conferences combined was 96.3 acres. Surveys indicated that 33% of those responding were not yet engaged in a current farming operation. Fifty Five percent of those not yet engaged in a current farming operation indicated they were planning to start their operation within the year.

As a result of attending the conference, 33.5% of the survey respondents indicated they would expand their farming operations through increasing their land in production and /or through increasing number of livestock in production.

Due to the success of these two conferences, Ohio State University Extension will host both conferences again in March of 2012.

Contact

L. Tony Nye, State Coordinator for Small Farm Programs

The Ohio State University Extension

111 S. Nelson Avenue, Suite 2

Wilmington, Ohio 45177

Phone (937) 382-0901

E-mail nye.1@osu.edu

OKLAHOMA

Langston University's Small Farmer Outreach Programs Center

Langston University was awarded \$400,000 to provide outreach training and technical assistance among minority, limited resource, and socially disadvantaged farmers and ranchers. The targeted groups are women, African American, American Indian, Latino-Hispanic American, Asian American, and Pacific Islanders in forty-four counties in Oklahoma. The counties are: Adair, Beckham, Bryan, Caddo, Canadian, Carter, Cherokee, Choctaw, Comanche, Cotton, Craig, Creek, Custer, Delaware, Garvin, Grady, Greer, Jackson, Kingfisher, Kiowa, Latimer, Le Flore, Lincoln, Logan, Mayes, McCurtain, McIntosh, Muskogee, Nowata, Okfuskee, Oklahoma, Okmulgee, Ottawa, Pontotoc, Pottawatomie, Pushmataha, Rogers, Seminole, Sequoyah, Stephens, Tillman, Wagoner, Washington, and Washita.

The overall aim is to provide training and technical assistance to improve the profitability of the enterprises small farmers and ranchers. Additionally, the staff helps farmers and ranchers to establish conservation practices on their land, as well as remove health and safety hazards from their homes. Through the outreach training program, socially disadvantaged applicants are identified and informed about the services available to them from USDA agencies, Oklahoma Cooperative Extension Service, Oklahoma Department of Agriculture, Food, and Forestry, as well as from other agencies and organizations. Farmers and ranchers are trained in production, management, marketing, financial analysis, and recordkeeping. Free workshops and seminars are held throughout the targeted counties. The staff helps interested applicants in applying for programs and services. Alternative enterprises are stressed in all the projects.

The Small Farmer Outreach Programs Center hosts an Annual Small Farmers Conference on Wednesday-Friday the week before Memorial Day in May.

Contacts

D. Chongo Mundende
323 E.L. Holloway Ag Center
Langston University
Langston, OK 73050
Telephone: 405-466-6154

Vernon Jones
118 E.L. Holloway Ag Center
Langston University
Langston, OK 73050
Telephone: 405 - 466-6151

Oregon State University Small Farm Program

The Oregon State University Small Farms Program works with a continuum of farmers and landowners from non-commercial small acreages to full-time commercial small farms. The approach to education and applied research integrates food production, marketing, and communities. Topical areas include small farm production systems, farm direct marketing, livestock and water quality, and farm and food policy. The program has special emphases on organic and sustainable farming systems, farmers' markets, beginning farmer education, and non-commercial small acreage stewardship. The program addresses limited resource and socially disadvantaged farmers through its partnerships with specialized organizations.

The Oregon State University Small Farms Program is a unique configuration of six county-based extension faculty assigned to the program and coordinated by a campus-based statewide extension small farms specialist. A strength of the program is its team approach to programming. The group collaborates on applied research and educational outreach projects with local and statewide application. In addition, a working group other extension faculty collaborate on research and educational programs benefitting the small farm community.

The Oregon State University Small Farms Program has extensive educational offerings and digital and printed resources. Below are a few selected examples.

Electronic resources

Oregon Small Farms. Website. <http://smallfarms.oregonstate.edu>

Oregon Small Farm News. Quarterly online newsletter. <http://smallfarms.oregonstate.edu/newsletter/>

Organic Fertilizer & Cover Crop Calculator. This free online tool compares the nutrient value and cost of cover crops, organic and synthetic fertilizers and compost.
<http://smallfarms.oregonstate.edu/calculator>

Niche Meat Processor Assistance Network—NMPAN is a national network supporting appropriate-scale meat processing infrastructure for niche meat markets. <http://www.nichemeatprocessing.org/>

Examples of publications related to crop production, marketing and small acreage stewardship.

Growing Farms: Successful Whole Farm Management Planning Book—Think It! Write It! OSU Extension Service, EM 9043. 2011. Oregon State University, Corvallis, OR.
<http://ir.library.oregonstate.edu/xmlui/bitstream/handle/1957/23645/em9043.pdf>

Tools for Rapid Market Assessments. OSU Extension Service, Special Report 1088-E. 2008. Oregon State University, Corvallis, OR. <http://extension.oregonstate.edu/catalog/pdf/sr/sr1088-e.pdf>

Managing Small-acreage Horse Farms in Central and Eastern Oregon. OSU Extension Service, EC 1610. 2007. Oregon State University, Corvallis, OR.
<http://extension.oregonstate.edu/catalog/pdf/ec/ec1610.pdf>

Examples of statewide educational programs

Oregon Small Farms Conference. Annual full day conference covering small farm production and marketing, and community food systems and policy. Includes nationally recognized speakers, 21 sessions, locally sourced food. Attracts over 600 farmers and food advocates.

Growing Farms: Successful Whole Farm Management. Eight week intensive workshop series for beginning farmers. Includes resource assessment, goal setting, infrastructure development, crop production, marketing, business planning, record keeping, and managing risk and liability.

Growing Agripreneurs—Is a one-acre teaching farm located at one of OSU's experiment stations. It has a small cohort of beginning farmers who work and learn how to design and manage a new farm business. It is currently a pilot project intended to develop curriculum for use at experiment stations and other teaching farms.

Examples of communities of practice

Women's Agriculture Networks—active chapters:

- “League of Women Farmers,” southern Oregon
- “Willamette Women's Farm Network,” south Willamette Valley.
- “North Willamette Women's Farm Network,” north Willamette Valley.

Oregon Farmers Market List (ORFM-L). Email discussion list for Oregon farmers' market managers, board members, community advocates, and related government agencies.

Partnerships

The OSU Small Farms Program has an innovative partnership with internationally known organic certifier Oregon Tilth, Inc. The partnership provides specific applied research and education intended to enhance organic farming.

The Oregon State University Small Farms Program has partnerships and collaborative relationships with a number of local and regional non-government and community-based organizations including:

- Adelante Mujeres. <http://www.adelantemujeres.org>
- Ecotrust, Food and Farms. <http://www.ecotrust.org/foodfarms>
- Friends of Family Farmers. <http://www.friendsoffamilyfarmers.org>
- Gorge Grown Food Network. <http://www.gorgegrown.com>
- Mercy Corps Northwest. <http://www.mercycorpsnw.org>
- Oregon Farmers Market Association. <http://www.oregonfarmersmarkets.org>
- Oregon Tilth. <http://www.tilth.org>
- The Rogue Initiative for a Vital Economy. <http://www.thriveoregon.org>
- Others

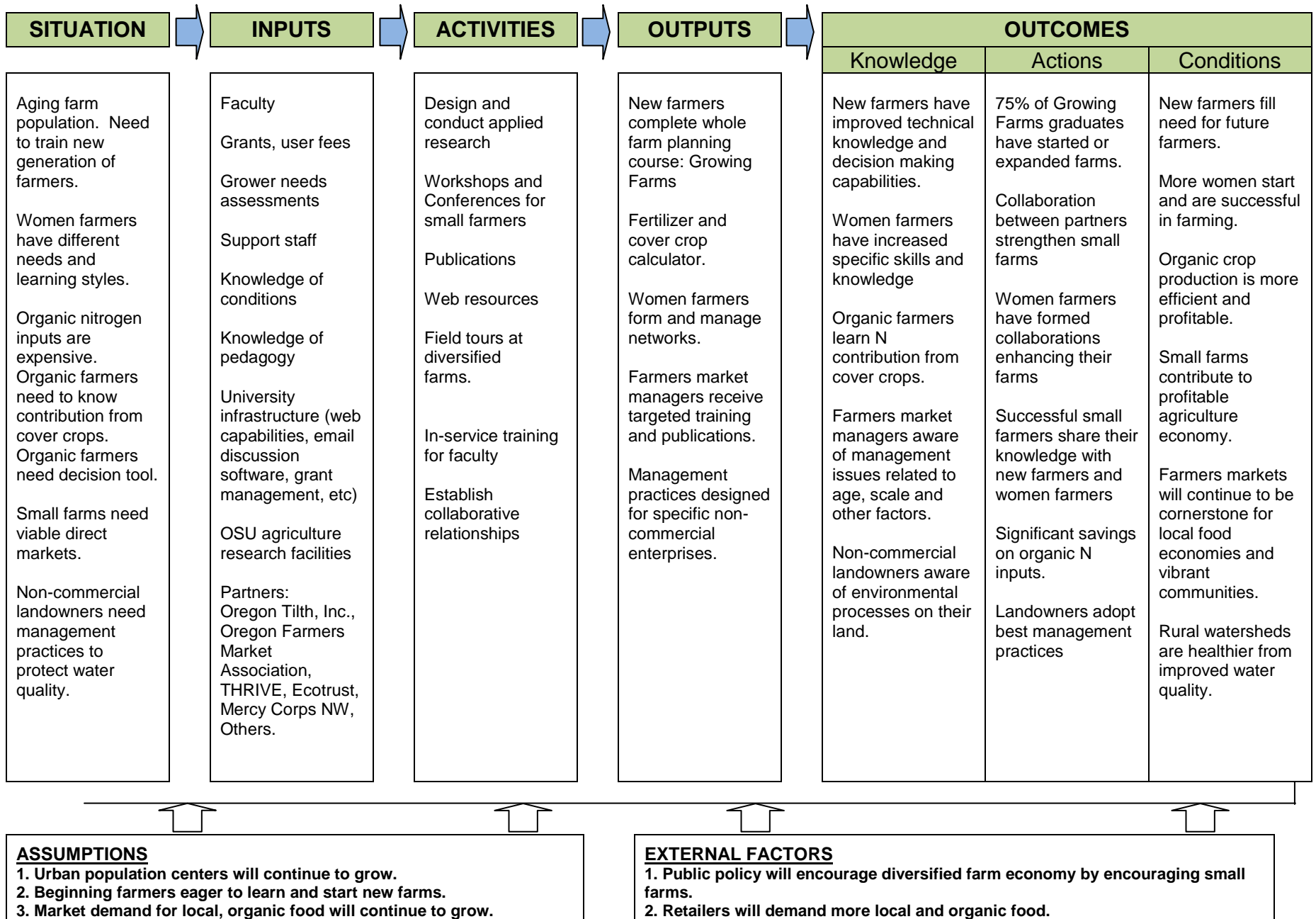
Contacts:

Garry Stephenson
107 Crop Science Building
Oregon State University
Corvallis, OR 97331-3002
541-737-5833

garry.stephenson@oregonstate.edu

Bill Braunworth
138 Strand Agriculture Hall
Oregon State University
Corvallis, OR 97331-2212
541-737-1317
bill.braunworth@oregonstate.edu

Oregon State University Small Farms Program Logic Model



PENNSYLVANIA

Pennsylvania State University Agricultural Alternatives Project Small Scale and Part-Time Farms are Big in Pennsylvania

Small farms make up the majority of farms in Pennsylvania. The average farm size reported in the 2007 Census of Agriculture for Pennsylvania was only 124 acres. In addition, 41% of farms have less than 50 acres. In small-scale farming situations, the farm often is not the primary source of family income, but it may be an important secondary source. Statewide, 64% of the owners of farms have principal occupations other than farming and 78% of Pennsylvania farms have sales less than \$50,000.

Informational Needs Differ. Small-scale and part-time farmers need specifically designed materials and programs. Also, farmers who have off-farm employment need information available at night and during weekends. County extension agents are often faced with numerous requests from people with little knowledge of agricultural marketing and production practices. The requests often are for information on alternative and nontraditional agricultural enterprises suitable for small-scale or part-time farms. In response, we have developed the *Agricultural Alternative* series, a set of publications on traditional and nontraditional enterprises with has been of considerable value to both county agents and the operators of small-scale and part-time farms. The Agricultural Alternatives Project has been in operation since 1992.

Currently, the *Agricultural Alternatives* series includes 60 publications on various topics including enterprise options, business planning and diversification, farm management, marketing, risk management, and irrigation. The list of publications (in alphabetical order) is: Agricultural Business Insurance, Agritainment, Apple Production, Asparagus Production, Beef Backgrounding Production, Beef Cow-calf Production, Beekeeping, Bison Production, Boarding Horses, Bobwhite Quail Production, Broccoli Production, Cantaloupe Production, Cooperatives, Cucumber Production, Dairy Goat Production, Dairy Heifer Replacement Production, Dairy-beef Production, Developing a Business Plan, Developing a Roadside Market, Drip Irrigation, Earthworm Production, Elk Production, Enterprise Budget Analysis, Fallow Deer Production, Feeding Beef Cattle, Financing for Small and Part-Time Farmers, Fruit and Vegetable Irrigation, Fruit and Vegetable Marketing for Small Scale and Part-Time Growers, Garlic Production, Highbush Blueberry Production, Introduction to Aquaculture, Maple Syrup Production, Meat Goat Production, Milking Sheep Production, Off-Season and Accelerated Lamb Production, Onion Production, Organic Vegetable Production, Ostrich Production, Partridge Production, Peach Production, Pepper Production, Pheasant Production, Potato Production, Pumpkin Production, Rabbit Production, Raspberry Production, Red Deer Production, Rhea Production, Small-flock Turkey Production, Small-scale Egg Production, Snap Bean Production, Spring Lamb Production, Starting or Diversifying an Agricultural Business, Strawberry Production, Sweet Corn Production, Swine Production, Tomato Production, Understanding Agricultural Liability, Veal Production, Watermelon Production, and Wine Grape Production.

These publications are available on-line at: <http://agalternatives.aers.psu.edu>.

CONTACTS:

Lynn F. Kime

Fruit Research and Extension Center

Pennsylvania State University

290 University Drive, Biglerville, PA 17303

Phone: 717 – 677 -6116 ext. 227

E-mail: lfk4@psu.edu

Jayson K. Harper

Dept. of Ag. Economics. and Rural Soc.

201-D Armsby Bldg

University Park, PA 16802

Phone: 814 - 863-8638

E-mail: jharper@psu.edu

Logic Model for the Small-scale and Part-time Farming Project in Pennsylvania

Situation

Small-scale and part-time farmers need balanced and unbiased information to assist in making their decisions concerning marketing, production, risk management, environment regulations, and cost of production. According to the 2007 Census of Agriculture conducted by the National Agricultural Statistics Service (NASS), 54.5% of farms within Pennsylvania (PA) are classified at part-time. Also, 32.4% of PA farms are less than 50 acres and 61.5% have sales of less than \$10,000. These farmers need a trusted source of information which is easily accessible to them when time permits them to research enterprise options for their operations. Because county extension educators have increasing time constraints and declining travel budgets, the *Agricultural Alternative* series was developed to assist this under-served group of potential producers. Larger scale farmers with underutilized land or those seeking to diversify an existing operation are also in need of such information.

Inputs

Financial Resources

- Federal (formula funds for farm management for small and part-time farms)
- College (editorial support, publication printing)
- Department (web site development, miscellaneous)
- Additional grant funds from various sources (including risk management education money)

Land Grant Systems and additional Partners

Human Capital:

- Small-scale and Part-time Farming Project Leader and Project Manager
- Extension Specialists
- County Extension Educators
- College of Agricultural Science Researchers
- Farmers
- Specialists and staff from other land-grant institutions in the NE U.S.

Activities/Outputs

Applied Research

Use information provided by subject matter specialists in the publication series to develop budgets covering cost of production estimates for individual enterprises.

For business and marketing publications various sources are used including adapting successful business strategies employed by actual agribusinesses.

Marketing

The web site <http://agalternatives.aers.psu.edu/> contains access to the publication series with over 11,000 page views in 2010. The College Department of Publications also distributed over 12,000 printed from July 1, 2009 through June 30, 2010.

While statistics are not available, the College also houses the publication series on their publications web site.

A display is also used for marketing the program. This display is used at many venues including Ag Progress Days, the National Small Farm Conference, and additional venues where Extension Educators and farmers are present. This past year between 700 and 1,000 printed copies were distributed at these opportunities.

A day-long program titled "Income Opportunities in Agriculture" promotes the publication series to non-traditional extension clientele and farmers seeking diversification.

A web site "A Guide to Farming in Pennsylvania" <http://extension.psu.edu/farm-business/guide> developed with outside funding has links to the publications web site and has been a heavily used link to the Agricultural Alternatives web site.

Risk management and Regulations

All newly developed and revised (within the past four years) publications contain sections covering risk management strategies and environmental regulations. Where appropriate, Good Agricultural Practices (including integrated pest management) are also highlighted.

Marketing and Production

All enterprise specific publications cover marketing options and strategies. Subject matter specialists (extension specialists, university researchers, county extension educators, farmers)

are used as authors to help ensure that up-to-date production practices are covered in the publication series. Several publications also have farmers as reviewers to provide “real world” views of the practices outlined.

Education

The publications were originally developed to provide a balanced assessment of specific enterprises of interest to the reader. This goal continues to drive the information provided and the development of new publication topics.

Feedback from End Users

A voluntary survey on the web site has indicated the need for several of the newest publications. Maple Syrup Production, Understanding Agricultural Liability, and Agritainment are three of our recently developed publications based on results from this survey.

Extension

Extension educators and 4-H leaders consistently use this series when working with clientele and members. The series provides the first point of contact between Extension and people interested in information on prospective enterprises or in depth information on agricultural marketing and farm management information. Clients then use this information to seek additional expertise and information in the context of their specific resource situation. Sections on “Initial Resource Requirements” and “For More Information” are included in all publications to assist users in conducting further research.

Outcomes

Short

- Provide unbiased, research-based information to small-scale and part-time farmers.
- Provide crop-specific information for county extension educators to distribute to small-scale and part-time farming clients.
- Provide farm management and marketing information that can be used by a broad cross-section of farmers.
- Provide additional information and examples for use in extension programming.
- Increase producer’s and potential producer’s knowledge about covered topics.
- Reduce the amount of time spent on research for a new enterprise.

Medium

- Provide sources of additional information for users to access to make better informed decisions.
- Provide basic economic information to the clientele prior to their investing funds into a potential enterprise.
- Increase knowledge of the newest production techniques recommended by specialists and those used by existing producers.

Long-term

Increase the number of successful enterprises.

Increase the number of successful small-scale and part-time farms.

Increase the business and marketing knowledge of farmers.

Increase the awareness of risk management strategies available to farmers.

PUERTO RICO

University of Puerto Rico Small Farmers Program

Overview: According to the USDA Agricultural Census there are 15,745 farmers in Puerto Rico and 557,627 acres dedicated to agriculture operations. The average farm acreage is 35 acres and 98 % of them are small farmers. Our main enterprise is dairy cattle which supply 30 % of the total agricultural gross income and generate 25,000 employees. Other enterprises in order of economical importance are coffee, plantains and bananas, fruits, beef cattle, vegetables, swine, poultry, ornamental and aquaculture.

The Agricultural Extension Service of the University of Puerto Rico identified the issues that are affecting agriculture through town hall meetings, commodity stakeholders, and the Extension Merit Review members. Some of the issues are the high cost of agrichemicals, competition with building companies for the available land, and a shortage of farm workers for coffee harvesting. Also, some pests cause economic damage to coffee, citrus and plantain crops.

There are 70 Agricultural Agents and 21 Extension Specialists working in the Agricultural, Natural Resources and Marketing Program, representing 45 FTE or 20 % (\$5.0 million) of the total budget. Target audiences are small farmers, middle size agribusiness operators, women working the farms, farm workers and Farm Organizations.

The Extension Service worked on several initiatives for small farmers during the last year. These were the Small Farmers Outreach for Training and Technical Assistance Program, Sustainable Development by Women in Puerto Rico's Agriculture, Technology & Management Educational Center for Socially Disadvantaged Farmers, Sustainable Agriculture, Agribusiness, and Quality and High Production Project. Courses from four (4) to eight (8) lessons were offered to the farmers on these projects.

We have partnered with USDA agencies such as Farm Service Agency and Natural Resources Conservation Service, and the Puerto Rico Department of Agriculture. Also, we coordinated with researchers from the Experiment Stations, on field studies, demonstrations, trainings for farmers, and applied research.

We prepared two computer programs, (1) Model Budget for crop enterprises, and (2) Income & Expenses Spreadsheets. A booklet for pest control in coffee and citrus crops and a Pineapple Production Practices handbook were prepared.

We promoted Extension programs for small farmers at agricultural fairs, festivals, Agricultural marketing events; on radio programs and through mass media press.

Outcome/Impact Statements: In coordination with the Puerto Rico Department of Agriculture we participated in the Quality and High Production Project. In this initiative Extension Specialist and County Agents offered education to small farmers, selected by the Department of Agriculture, who are willing to increase production and improve quality of their products. We worked on coffee, fruits, vegetables, and starchy crops. One thousand two hundred small farmers (1,200) participated in the project. They planted 100 new acres of citrus, 200 acres of plantains, and pruned 500 acres of coffee which will result in an increase production and income for these small farmers.

There is an increase in the number of women who are administrating their own farms or work together on the farms with their husbands. One hundred and fifty (150) women were trained on production and agribusiness through the Women's Agriculture initiative.

Also, Extension identified the need to provide free technology facilities for the farmers in order to complete business and administrative requirements. One hundred and sixty (160) farmers were trained in the Technology & Management Educational Center project. Three (3) technology centers were established and three more are scheduled for the next year. Each center has computers with internet connection for the use of the small farmers. Forty (40) farmers attend the centers weekly.

Farmers need to improve their administrative skills to comply with Farm Service Agency (FSA) requirements and participate in their programs. Extension has an agreement with FSA to train the small farmers through the Outreach Training and Technical Assistance Program. A course of four (4) lessons is offered that includes income & expenses, payroll, farm inventory and business plan development. Educational material is delivered to the participants. Three hundred and ten (310) small farmers were trained in FY 2011. We also promoted USDA programs and offered technical assistance to the farmers. A computer income and expenses spreadsheet was developed for the farmers and approximately one hundred (100) farmers installed the program in their computers, helping them to comply with FSA requirements.

A questionnaire was administered to understand the needs of the farmers in the Agricultural Reserve Area of Coloso in Aguada and Lajas Valley in Lajas. They asked for information on production practices to continue farming on these reserved agricultural land. A project was designed with Extension Specialists and Agricultural Agents for this purpose. Fourteen (14) farmers received training on agribusiness, production practices, and how to organize as a corporation. They created the Corporation My Neighbor (*Mi Vecin @*) and rented a farm from the Puerto Rico Department of Agriculture to grow vegetables.

Contact

Rafael F. Olmeda
Small Farm Coordinator
PO Box 9000
Mayagüez, Puerto Rico 00681
rafael.olmeda@upr.edu

A Century of American Indian Agriculture in South Dakota

Introduction: The Census of Agriculture provides a snapshot of American agriculture. It includes statistics about farms, ranches, expenses, market values of products, livestock, crops, and operator characteristics by state and county. At first, this information was collected every 10 years as part of the Census. Then, in 1925, the Census of Agriculture moved to data collection every five years. Between 1945 and 1978, the years in which information was obtained fluctuated before solidifying as years ending in “2” or “7.” In 1997, the USDA’s National Agricultural Statistics Service took over responsibility for the Agricultural Census. Although it is difficult even today to obtain accurate information about American Indian populations in South Dakota, the Census of Agriculture can provide some useful data on trends in American Indian agriculture throughout the 20th century.

History: In November of 1889 the Dakota Territory became two states: North Dakota and South Dakota. Even though the 1890 Census of Agriculture provides little usable information about the newly formed states (data would have been gathered the previous year), the publication does note a population of 782 “civilized Indians” within South Dakota. The majority of these *tax-paying*¹ or taxed Indians resided in Stanley, Moody, and Gregory counties.

Stanley County was the site of Fort Pierre and the *Third Red Cloud Agency*, which later relocated and became the Pine Ridge reservation. Moody County was the destination for 25 families of Santee Sioux who had been relocated from Minnesota after the Dakota Uprising of 1862. These families homesteaded along the Big Sioux River, near the future site of the *city* of Flandreau. Gregory County was the easternmost portion of the Rosebud reservation at the time. In December 1890, the massacre at Wounded Knee essentially brought a series of armed conflicts with the Sioux people to an end. After this tragedy, nearly all the American Indians in South Dakota were relocated onto the reservations.

It is important to note that population statistics for the state of South Dakota indicate that American Indians were by far the most populous minority group in the state. For example, between 1900 and 1950 the *Negro* population as a percentage of the *nonwhite* population in the state ranged from 2–5%. Furthermore, other minority populations were often centered in counties with large cities, whereas American Indian populations were found primarily in rural areas. Therefore, when looking at nonwhite agricultural data, one can assume that American Indians represent a majority of the respondents. In later Census years, statistics dealing specifically with American Indians were collected and labeled as such.

1900:

The 1900 Census of Agriculture contained more usable state and county-level data than the 1890 publication, including a section entitled “Agriculture on Indian Reservations.” The introduction begins on page 717:

The census of 1900 recognized the progress of the American Indian in agriculture by making reservations units of tabulation, as distinct from counties. Except in the cases of a few tribes who have tilled the soil since the first approach of the white man, this progress has largely taken place in the last thirty years through the instrumentality of the Government, and even among agricultural tribes, government supervision has greatly improved their economic condition.

The section goes on to describe the problems of “poor and unfavorable located land” as well as the “natural tendency” of the Indian to live nomadically. Government agents and schools are noted as “prominent factors in the advancement of the Indian.” The population statistics presented in the brief include “white men married into the tribe, Government employees, and lessees.”

¹ Terms appearing in Italics indicate use of wording from the original census. All subsequent uses will not appear in Italics.

“South Dakota is the present home of a large portion of the great Sioux nation, all reservation tribes, who with the exception of a band of Northern Cheyenne² (Algonquian) at Pine Ridge, are of Siouan stock” (pg. 722). South Dakota was further described as best suited to raising livestock and it was noted that the Sioux relied on the government for “at least one-half of their subsistence, although the issue of rations is being gradually decreased” (pg. 722).

At the time of the 1900 Census publication, there were five reservations in South Dakota: Cheyenne River, Crow Creek, Lower Brule, Pine Ridge, and Rosebud. Standing Rock occupied land in both North and South Dakota, as it does today, but is officially located in the North Dakota section of “Agriculture on Indian Reservations.”

Cheyenne River reservation was described as 4,481 square miles of grazing land, “not adapted to agriculture, as the rainfall is too light and irregular, and irrigation is impractical” (pg. 722). The Blackfeet, Miniconjou, Sans Arc, and Two Kettle people numbered 2,357. Nearly half of the 32,181 head of livestock on the reservation were ponies and horses, “the raising of which brings little or no profit.” Range cattle, though valuable, were said to be left to “range throughout the year without feed or attention” (pg. 722).

An unidentified number of Lower Yanktonai, Lower Brule, Miniconjou, and Two Kettle Sioux occupied the 446-square-mile Crow Creek reservation in 1900. Very little was noted about the people, except, “They have large herds of ponies and consider them of more value than cattle” (pg. 723).

Repeated attempts at agriculture on the 737.5 square miles of the Lower Brule reservation yielded little for the Lower Brule and Lower Yanktonai people: “They are now anxious to sell a portion of their reservation to the Government, in order to purchase cattle” (pg. 723).

In 1900, the Pine Ridge reservation was 4,930 square miles with a population of 6,827 residents. These people included a band of Northern Cheyenne, the Brule, and Oglala Sioux. Raising livestock was gaining popularity on the reservations at the time, and some crops were been harvested. The majority of the livestock on Pine Ridge were cattle, followed by ponies. The reservation also had over 700 dairy cows.

The information on the Rosebud reservation mirrored that of Pine Ridge. With 5,044 square miles, the 5,201 Loafer, Wakhazhe³, Miniconjou, Northern Oglala, Two Kettle, and Upper Brule residents of the Rosebud were noted for progress in raising livestock and some crops.

The Standing Rock reservation was reported under information on North Dakota, but the area was typical of South Dakota description: most suitable for raising livestock. Wild hay was noted as the reservation’s most important crop. The population of the Standing Rock reservation was 3,866 American Indians of the “Blackfeet, Hunkpapa, and Lower and Upper Yanktonai bands of the Sioux.” The 1900 report comments, “For the most part, Indian ponies constitute their wealth in horseflesh, although some have horses of better grade” (pg. 722).

At the time of publication, the definition of a “farm” was simply any agricultural operation requiring the continuous services of at least one person (McCurry, 2009). Further data from the 1900 Census of Agriculture indicates a total of 1,806 farms with *colored* farmers throughout the state. Approximately 3.4% (1,788) of the 50,816 total farms were American Indian farms. The majority of nonwhite farmers (98%) also owned their farms, as compared

² The Northern Cheyenne enumerated among the Indian population in South Dakota were likely remnants of a larger group who had fought alongside the Lakota in the Battle of the Little Bighorn. Although they had been forcibly relocated to Indian Territory in Oklahoma, groups had escaped, attempting to reconnect with their allies. Dull Knife, a chief among the Cheyenne, wished his people to live on Pine Ridge with Red Cloud’s tribe. This never became a reality, but the tribes did intermarry and to this day there are families in South Dakota who can claim both Lakota and Northern Cheyenne ancestry.

³ The Loafer and Wakhazhe bands recorded on the Rosebud reservation are not the traditional names for these groups.

to 46% of white farmers in 1900. Charles Mix, Roberts, Marshall, and Moody counties had the highest numbers of farms of *colored* farmers.

Both Charles Mix and Roberts counties contained larger numbers of farms than most South Dakota counties. Charles Mix County is the home of the Yankton (Nakota) people, and encompasses the Yankton Sioux reservation, which was established in 1858. The Lake Traverse reservation was formed in 1867, but is unlisted in the Census of Agriculture data on reservations. People of Dakota descent, namely the Sisseton-Wahpeton, settled on this land. Roughly 60% of the reservation lies in Roberts County, and the remainder includes parts of Marshall, Day, Grant, and Codington counties. The homesteading Santee families of Moody County were continuing their work at agriculture in the area of Flandreau.

A section of the 1900 Census of Agriculture provided data on specific reservations, including Rosebud, Crow Creek, Lower Brule, Pine Ridge, Cheyenne River, and Standing Rock. These areas boasted 1,361 farms: 1,316 farmed by colored farmers, and 45 by white farmers. The total *nonwhite* farms recorded for the state include both the 490 enumerated by County and the 1,316 listed by reservation for a total of 1,806 nonwhite farms. The Rosebud reservation was the most successful farming reservation at the time with 959 farms in all. Crow Creek contained 299 farms, and Lower Brule had 101 farms. On these three reservations the number of white farms was negligible. Pine Ridge, however, had only two farms: one white and one colored. Both these farms were 7,050 acres. Information on nonwhite farming was unavailable for Cheyenne River and Standing Rock.

There are some discrepancies between the population information presented in “Agriculture on Indian Reservations” and the reservation information in the tables of that same Census. Standing Rock, for example, had a recorded population of 1,658 in the Census, but 3,866 in the addendum on reservation agriculture. This may be the product of the reservation being located in two states. Other differences in recorded population include variation on the number of *Indians* on the reservation as differentiated from the white population in the area. Despite these issues, the 1900 Census of Agriculture represents the most comprehensive data set on American Indian Agriculture in South Dakota published until the year 2002.

1910:

In 1910 the definition of a farm was changed to an agricultural operation of 3 or more acres, or producing \$250 worth of agricultural goods, or requiring the constant services of at least one person (McCurry, 2009). Meyer County, part of the Rosebud reservation, had been dissolved and became part of Mellette and Todd counties. Mellette, Todd, Perkins, Harding, Corson, and Bennett counties were organized in 1909 and reported for the first time in the 1910 Census.

Between 1900 and 1910, farming expanded in South Dakota. Over 25,000 more farms were added over the previous decade, and over 1,000 of these new farmers were nonwhite. The 2,808 nonwhite farms in the state during this period represent the peak of nonwhite farming in the state for the century. The reservations began to solidify as the centers of American Indian populations and agriculture in 1910. The population of Indians and other nonwhite peoples (excluding the Negro population) in South Dakota was 19,300 at the time of the Census. Information on the Pine Ridge reservation was provided in 1900, although no other reservation data was recorded. The population had decreased from 6,827 to 6,254 American Indians, according to the Census records. However, it is likely that the American Indian population was beginning to decline more rapidly at this time, due to confinement on the reservations, inadequate food supply, and poor medical care. An unprecedented boom in agriculture in Meade, Perkins, and Stanley counties undoubtedly attributed to the reduction in Indian agriculture in those areas in the following years.

1920:

From 1910 to 1920 the state lost over 3,000 farms, and nearly half of these were operated by nonwhite farmers. However, the 1920 Census of Agriculture is slightly suspect. Between the years of 1910 and 1930, the number of farms, nonwhite population, and number of nonwhite farms yo-yos from high to low and back again. This suggests either a discrepancy in data collection or perhaps the influence of a major event such as World War I. In any case, Shannon, Corson, Dewey, Charles Mix, Bennett, and Roberts counties were the areas with the highest numbers of nonwhite farms. The state had 1,563 American Indian farms, which averaged 531 acres in comparison to the 464 acre average for white farms. The counties of Schnasse and Sterling, both encompassing parts of the Cheyenne River reservation were dissolved before the 1920 Census to become lands in Corson, Ziebach, and Haakon counties. Ziebach County was formed in 1911, Haakon and Jackson counties in 1914, and Jones County in 1916. The 1920 Census is the first year data appears on these new counties.

1925:

Very little information was published in the 1925 Census, and no specific information was collected on American Indians. The University of Virginia Historical Census Browser does indicate data on the colored farm population and colored farm owners by county. This information indicates that in reservation counties such as Bennett, Corson, Dewey, Mellette, Shannon, Todd, and Washington (later part of Shannon County) there were large farm populations and a high rate of farm ownership. For example, in Corson County 91.8% of the 1,121 colored persons on the farms owned those farms. Counties which had experienced the earliest onset of American Indian farming, however, show in 1925 a very low percentage of farm ownership. In Moody County there were no colored farm owners, and in Roberts County only 23.6% of the colored farm population owned their farms. The definition of a farm was once again modified in 1925 to include only those agricultural operations of more than 3 acres or those producing \$250 worth of agricultural goods (McCurry, 2009).

1930:

On the eve of the Great Depression farming was booming in South Dakota. The Census of Agriculture enumerated 83,157 farms. Both the amount of farm land and the average size of farms had increased since 1925. The number of nonwhite farms had rebounded to 2,740 statewide, and 2,698 of those were specifically American Indian farms. Moody County is a good example of this rebound. In 1900 there were 25 nonwhite farms in the county but by 1920 that number had dipped to 2 nonwhite farms. The 1930 Census shows 6 nonwhite farms which is a substantial increase. Day County on the other hand, shows a peak in farming in 1920 with 18 nonwhite farms. Only two of those farms remained by 1930. Although the bulk of American Indian agriculture began on the eastern side of South Dakota, by 1930 there was a marked shift to West of the Missouri River.

1935:

The worst of the Great Depression had passed by 1935, but South Dakota had been harder hit than most states. The recovery process was slow and agriculture in the state would never be quite the same as it was before the black blizzards, bank collapses, and relief dependence that typified that time period. American Indian agriculture was hit by the same forces that devastated all agriculture around the state, probably harder and earlier than others. On the positive side, 1934 saw the passage of the Indian Reorganization Act (IRA), an act in which American Indians, for the first time in white-Indian relations, moved away from assimilative tendencies toward more independence. Under the IRA, the Flandreau Santee Sioux Tribe was organized in 1934.

Between 1930 and 1935 the total number of farms in the state only increased by 146 (0.2%), a mere fraction of the 3,620 farm increase in the previous five year span. While the

amount of land in farms and the average size of farms showed growth between Censuses they were also drastically lower than the previous years' growth. The number of nonwhite farms shrank to 2,498 in 1935. The largest loss was in Todd County, where 121 farms disappeared. Corson County lost 62 nonwhite farms, and Bennett, Dewey, and Lyman counties all showed a decrease of over 20 farms. However, Shannon County, and Washington County which would later become part of Shannon, both gained farms at this time, as well having their nonwhite farm population increase since 1925.

1940:

When looking at the maps of farm density and nonwhite farms in the state between 1930 and 1940, the situation of farm loss is easily visualized. The areas west of the Missouri river were hardest hit during the Depression years, but eastern South Dakota did not escape the negative effects of the era either. The 1940 Census of Agriculture marked the beginning of a trend towards fewer and larger farms which continues today. Every county, except Hyde, exhibited farm loss in 1940. There was a decrease of approximately 10,000 white farms and nearly 800 nonwhite farms. Washington, Washabaugh, Shannon, Corson, Mellette, and Ziebach counties all lost between 60 and 150 nonwhite farms.

1945:

In 1945, the definition of a farm changed to an agricultural operation of 3 or more acres of cropland or pastureland, or producing \$150 worth of agricultural products, or if under 3 acres, producing \$250 worth of agricultural products (McCurry, 2009).

The trend of farm loss continued, with 3,749 farms disappearing in the 1945 Census. Only seven counties reported a gain in farm numbers. All of these were east of the Missouri river, except Shannon County. Not only did Shannon County gain farms, but white farm numbers decreased by 51, while nonwhite farms grew by 105. This may be due to fact that Washington County merged with Shannon in 1943.

1950:

There was another change to the definition of a farm in the 1950 Census of Agriculture. A farm three acres or less had to produce \$150 worth of agricultural products for home use or sale; a farm larger than 3 acres had to produce the same thing specifically for sale (McCurry, 2009).

Although the loss of farms continued in 1950, it was the year with the least number of farms (2,253) lost between 1935 and 1987. Shannon County lost the most nonwhite farms in 1950 of any county by far. The number of nonwhite farms had dropped by 334 since 1945 and of those 253 lost, about 76%, was in Shannon County. The largest gains were in Todd and Dewey counties, with 32 and 28 more nonwhite farms respectively.

1954:

Armstrong County, a vast tract of land within the Cheyenne River reservation, was consolidated with Dewey County in 1954. The continuing loss of farms and population from extremely rural areas of the state no doubt contributed to the consolidation of counties in this period. While South Dakota lost nearly 4,000 farms between 1950 and 1954, over 600 of these were nonwhite farms. This was one of the largest drops in nonwhite farms during the century. Of the four counties that gained in total farms, only Corson and Hutchinson counties gained white and nonwhite farms.

1959:

Between about 1952 and 1964, the United States government developed and implemented a policy of termination of American Indian tribes as political entities. As a result of the U.S. seeking to get out of the "Indian business" over sixty tribes were terminated. The attitude of the nation is reflected even in the Censuses of Agriculture during that time. Between 1954 and 1974 no county level data on nonwhite farms is available. In 1959 there were 493 nonwhite farms in the state, down 74 farms since 1954. South Dakota nearly 6,800 farms

total, and all counties reported a loss. The definition of a farm was changed in 1959 to include areas over 10 acres producing at least \$50 of agricultural products for sale or if under 10 acres, producing at least \$250 of products (McCurry, 2009).

1964:

The state lost over 6,000 farms in the 1964 Census, but the average size of farms increased by 112 acres. This trend toward fewer, larger farms began in 1940 and continued until 2002. Buffalo and Shannon counties were the only areas to report a gain in farms in 1964. The total nonwhite farms decreased by only 4 farms throughout the state. The Census of Agriculture reported approximate farm populations by county for both white and nonwhite farms. Dewey and Ziebach had the largest nonwhite farm populations, followed by Shannon, Corson, Todd, and Lyman counties. Nonwhite farm population represented only 1% of South Dakota's total farm population in 1964. In 1935, the previous Census reporting farm populations, nonwhite farm population had been 3.5% of the total.

1969:

In 1969 the number of nonwhite farms had dropped to its lowest recorded number. There were only 258 of these farms scattered among the 45,726 total farms in the state. All major counties for American Indian agriculture had over 88% of their land in farms. The average farm size was 996.9 acres that year.

Richard Nixon was elected President of the United States in 1969. His administration marked the beginning of an era of increased self-determination for tribes throughout the country.

1974:

The 1974 Census of Agriculture represented a marked shift in the direction of the publication. This year saw the last change to the definition of a farm: any place from which \$1,000 or more of agricultural products were produced or sold, or normally would have been sold, during the census year (McCurry, 2009).

Data on American Indians specifically was also first collected in this year. Of the 284 nonwhite farms in the state, 223, or approximately 79%, were American Indian farms. The state was continuing to lose farms but the number of nonwhite farms had actually increased slightly between 1969 and 1974. Additionally, of the seven counties showing a growth in farm numbers, three were reservation counties.

1978:

The state had gained 223 nonwhite farms, including 125 American Indian farms, in 1978. The inclusion of operators of Spanish origin in the data on nonwhite farms may have something to do with this marked increase. The number of non-reservation counties reporting American Indian farms was increasing throughout this period. Dewey, Todd, and Shannon counties reported the largest increase in numbers of American Indian farms. Shannon and Bennett counties were among the few counties to report an increase in total farms.

1982:

There were 402 American Indian farms in South Dakota in 1982. This represented a gain of 54 farms overall, including gains of 26 farms in Jackson, 19 in Ziebach, 16 in Corson, and 11 in Todd. Buffalo, Lyman, and Mellette counties were among those that lost American Indian farms during this time. The state lost 2,517 farms, but the average size of farms was 1,179 acres. The county of Washabaugh on the Pine Ridge reservation was merged with Jackson County in 1983. Data was not reported separately for this county in the 1982 Census of Agriculture.

1987:

The loss of farms throughout the state slowed in 1987 to just 772 farms. Many more counties were reporting a growth in farm numbers than previous years. American Indian farms increased by 38 farms overall during this period. Shannon County saw the largest gain with 22 more American Indian farms than in 1982. The number of American Indian farms in other counties dropped by nine farms, and Todd and Corson counties both decreased as well.

1992:

By 1992, the growth in American Indian farm numbers slowed considerably with only 25 new farms added since 1987. Shannon and Dewey counties both gained over 10 farms apiece. Many counties experienced a loss of American Indian farms; however, it is interesting to note the marked increase in the number of counties reporting American Indian farms. Of the 477 nonwhite farms in the state, 465 were American Indian farms, demonstrating the ascendancy of the group in minority agricultural pursuits in South Dakota.

1997:

Traditionally, the Census of Agriculture reported a number of operators that corresponded to the number of farms. In 1997, the Census enumerated the American Indian operators for the first time in a manner that more accurately reflected the number of people involved in the operation of American Indian farms. There were 770 American Indian operators on over 496 farms. Dewey reported 157 operators on 97 farms, and Shannon had 146 operators on 105 farms. Todd County had lost 14 farms between 1992 and 1997, but was one of the only counties to lose American Indian farms. Statewide, the total number of farms had decreased by 2,773 farms in that period, but the average size of a farm was now over 1,400 acres. The average size and number of farms for 1997 was adjusted in the 2002 Census to slightly smaller numbers.

2002:

Starting in 2002, the Census of Agriculture made publications on reservation agriculture available. These reports give a much more in depth look at American Indian Agriculture across the state. The inclusion of reservation data and use of reservation officials' information in the 1997, 2002, and 2007 Censuses have improved the quality of available information. Beginning in 2002, the numbers of American Indian farms and nonwhite farms become inverted due to the manner in which each was reported. The inclusion of multiple operators across the board as well as the option for respondents to claim more than one racial heritage was an important step for the Census; however, it has made careful study of the data more critical to correctly interpreting trends.

The number of American Indian farms in 2002 in South Dakota was 771, with over 1,000 operators. This represents growth in both variables since 1997. South Dakota may have seemed to gain farms for the first time in 67 years, but adjusted numbers indicate this was not the case. Very few counties show losses in either American Indian operators or American Indian farms, but these include Bennett County with a loss of 29 operators, Ziebach with a loss of 17 operators, and Corson with a loss of 5 farms. Dewey County gained 41 American Indian farms and 20 American Indian operators. Shannon County gained 30 American Indian farms and 45 American Indian operators, and Todd County gained 30 farms and 34 operators. The explosion of counties reporting American Indian agriculture was reflected in the increase of both American Indian farms and American Indian operators in the 2002 Census of Agriculture.

2007:

The most comprehensive data to date on both South Dakota and American Indian agriculture is contained in the 2007 Census. Both white and American Indian operator and

farm numbers were collected. South Dakota showed a loss of 567 farms total in 2007. Although the number of white farms declined by 724, the number of white operators increased by 779. The average size of a farm also increased to 1,401 acres. American Indian farms increased from 771 to 890, while the number of American Indian operators increased from 1,060 to 1,291. The largest gains in American Indian agriculture were once again in reservation counties: Bennett, Corson, Dewey, Shannon, Todd and Ziebach. Notable losses were in Lyman, Jackson, and Custer counties. Again, the inclusion of multi-racial operators and operators other than the principal individual was done in this Census, so careful note must be made of differences between this and previous data.

Conclusion: The Census of Agriculture provides a wealth of data on agriculture in America, South Dakota, and amongst American Indian peoples. As South Dakota's primary industry is agriculture, the information in these Censuses can be of great value in studying the state's past and forecasting its potential future. Likewise, American Indian agricultural trends are important when examining the impact of national policy on tribes and tribal people, as well as determining the economic and social wellbeing of the tribes within the state. Although the Census of Agriculture has changed in format and content throughout the years, it remains a very useful tool today. Continuing improvements in the enumeration of American Indian farms and operators will hopefully help policymakers and farmers throughout the state improve their understanding of trends in American Indian agriculture.

Authors: Kristi Corcoran, Mary Kills-A-Hundred and Mike McCurry, Department of Sociology & Rural Studies, South Dakota State University

REFERENCES

- McCurry, Mike. 2009. "Just What is a "Farm". ExEx 9004 (<http://sdrurallife.sdstate.edu/publications/farm%20definition.pdf>)
- U.S. Bureau of the Census. 1896. *Reports on the Statistics of Agriculture in the United States in the Western Part of the United States and Statistics of Fisheries in the United States at the Eleventh Census: 1890 House of Representatives*. Washington, DC. United States Government Printing Office.
- , 1902. *Census Reports Volume V 12th Census 1900 Agriculture Part I Farms, Livestock, and Animal Products*. Washington, DC. United States Government Printing Office.
- , 1913. *13th Census 1910 Volume VII Agriculture 1909 & 1910 Reports by States with Statistics for Counties Nebraska- Wyoming Alaska, Hawaii, and Porto Rico*. Washington, DC. United States Government Printing Office.
- , 1922. *14th Census of the United States taken in the year 1920 Volume VI Part I Agriculture The Northern States*. Washington, DC. United States Government Printing Office.
- , 1927. *United States Census of Agriculture 1925*. Washington, DC. United States Government Printing Office.
- , 1932. *15th Census of the United States: 1930 Agriculture Volume III Type of Farm Part 1- The Northern States*. Washington, DC. United States Government Printing Office.
- , 1937. *United States Census of Agriculture 1935 General Report Statistics by Subjects Volume III*. Washington, DC. United States Government Printing Office.
- , 1946. *United States Census of Agriculture 1945*. Washington, DC. United States Government Printing Office.
- , 1952. *United States Census of Agriculture 1950*. Washington, DC. United States Government Printing Office.

-----, 1956. *1954 Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 1961. *United States Census of Agriculture 1959*. Washington, DC. United States Government Printing Office.

-----, 1967. *1964 United States Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 1972. *1969 Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 1977. *1974 Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 1980. *1978 Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 1984. *1982 Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 1989. *1987 Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 1994. *1992 Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 1999. *1997 Census of Agriculture*. Washington, DC. United States Government Printing Office.

-----, 2004. *2002 Census of Agriculture*. Washington, DC. United States Government Printing Office.

U.S. Department of Agriculture. 2009. "2007 Census of Agriculture: South Dakota State and County Data." Retrieved April 16, 2010

(http://www.agcensus.usda.gov/Publications/2007/Full_Report/Volume_1,Chapter_2_Count_Level/South_Dakota/sdv1.pdf).

University of Virginia. 2004. Geospatial and Statistical Data Center: Historical Census Browser. Retrieved February 16, 2010 (<http://fisher.lib.virginia.edu/collections/stats/histcensus/index.html>).

TENNESSEE

Small Farm Programs, Tennessee State University and the University of Tennessee

Update on the "Overview of Small Farm Programs at the Land Grant Colleges and Universities:"

Over 85 percent of the farms in Tennessee have a gross farm income of less than \$20,000. These farm families face many challenges and opportunities. Tennessee State University and The University of Tennessee Extension work together with numerous partners and collaborators to identify needs, develop and delivery relevant educational programs to address these needs. Many program delivery methods and tools are utilized to reach various audiences. The remainder of the report will focus on market development for locally grown food and the production of switchgrass for biofuels.

Small Farm Program Accomplishments:

Local Farmers' Markets: Extension educational programs are placing an increased emphasis on healthy living, and many families are focusing their food budget on buying locally grown foods sold at established local farmers markets. To accomplish and sustain the successes of these markets, there are many contributing factors: 1) Establishment of an advisory board. This board serves as the overall day to day management for the market. 2) Production diversification: Agents and specialists encourage and teach farmers to become more diversified and market driven. 3) Cost-effective, healthy and environmentally sound operations: Agents work in collaboration with farmers, health professionals, community leaders, consumers and local restaurants to encourage buyers to support their local markets. 4) Financial plans that keep debt low: Agents assist farmers by encouraging them to work with area farm management specialists and local lending agencies. 5) Market outlet aimed at achieving the highest possible profit: Agents work in collaboration with the board of directors to help farmers stay focus on producing and packaging the highest quality foods. Because of small steps taken over five years ago by a few farmers, extension personnel, policy makers, and groups working with small farmers , local farmers markets appear to have become one of the most successful endeavors for Tennessee small farmers.

Due to the leadership provided by Tennessee State University Agricultural Extension Agents and Faculty in collaboration with University of Tennessee Extension and other State, Federal and Local Agencies, small and limited resource farmers have now found a successful niche that works for them. At present, there are ten organized local farmers markets in the Tennessee counties for which Tennessee State University Agents and Agricultural Specialists provide educational support. They are in 1) *Winchester-Franklin County. This market provides opportunities for farmers producing fruits and vegetables.* 2) *Murfreesboro-Rutherford County. This market provides opportunities for farmers producing fruits and vegetables and crafts.* 3) *Bolivar-Hardeman County. This market provides opportunities for farmers producing fruits, vegetables, ornamentals and crafts.* 4) *Clarksville-Montgomery... Two markets. These markets provide opportunities for farmers producing fruits, vegetables, herbs, ornamentals and crafts.* 5) *Ashland City-Cheatham County. This market provides opportunities for farmers producing fruits , vegetables and other value added items.* 6) *Lawrenceburg- Lawrence County. This market provides opportunities for farmers producing fruits and vegetables, baked breads, crafts and an auction outlet.* 7) *Memphis-Shelby County. This market provides opportunities for farmers producing fruits, vegetables, canned goods and cut flowers.* 8) *Nashville-Davidson County. This market is an up-scale outlet for farmers producing fruits, vegetables, nuts, meats, international foods and small local restaurants.* 9) *Dyersburg-Dyer County. This market provides opportunities for farmers producing fruits and vegetables.* 10) *Franklin-Williamson County. This market specializes in organic fruits and vegetables along with other organically produced and natural foods.* The below examples from Lawrence and Rutherford counties highlight typical accomplishments.

Lawrence County: Lawrence County is the home of approximately 200 Amish families who are heavily involved in vegetable production. Over the last several years the Extension Agent has been instrumental in gaining their respect and building a close working relationship with the Amish and other vegetable producers. They decided to work together on building and operating

a produce auction barn. The Agent became a key player as plans unfolded. Most of the growers had raised vegetables but not in the quantity and quality needed for this auction barn. To fill this need, the Agent organized vegetable production meetings where he taught many of the subjects.

In 2006 the auction market opened and in its first year grossed more than \$330,000. Even with the extreme drought in 2007 the market grossed over \$500,000. This effort has great potential for growth. The Agent has become the go to person for vegetable growers in the county for information and assistance. He continues to offer educational meeting, tours and field days to keep growers updated on the latest research-based information.

Rutherford County Market: In 2009, Rutherford County farmers market was relocated to Rutherford County's new Community Center, and oversight of the market involved assisting growers and the public in the transition to new facilities and location. Two trainings were held for growers selling at the market. The first training involved sales techniques and produce presentation for farmers markets. The second training was a Food Safety training designed to prepare growers for pending legislation regarding produce food safety. Numerous farm visits were conducted as well as assistance provided in obtaining proper permits and commercial scales.

Farmers Market participation increased from 91 to 101 vendors and vendors reported an average increase in sales of 25 percent. Additionally, several vendors were assisted in applying for the competitive Producer Diversification funds in the Tennessee Agricultural Enhancement program. Six producers were approved with total funding of \$31,605. The agent also assisted other vendors in connecting with grant opportunities through the Tennessee Department of Agriculture which may assist them in expenses associated with complying with possible new food safety legislation.

Biofuels Initiative: The nation is placing increased emphasis on renewable energy. The State of Tennessee invested \$70.5 million into the Biofuels Initiative. An equal amount was invested by a business partner. Switchgrass will be a major source of biomass for a commercial facility. Genera Energy, created by The University of Tennessee Research Foundation, anticipates commercial-scale switchgrass ethanol production by 2013.

The Extension Team is responsible for educational programming with farmers on contracting, producing and harvesting switchgrass for biomass. Products and activities completed by the Switchgrass Extension Team include a series of eleven (11) publications developed to support the efforts. Listening sessions were conducted to obtain farmer input on switchgrass contracts. Fifteen (15) contract meetings were conducted within a two-year period. Sixty-one (61) farmers in a 10-county area are growing 5,100 total acres of switchgrass in 320 farm fields for biofuels production and research development.

Basic and advanced farm and financial management tools were applied in developing the contracts and working with farmers. Before accepting new switchgrass producers, the Team discussed farm family goals, unique cost increasing production challenges, taught and encouraged farmers to complete an economic analysis of their particular resource base.

Extension Switchgrass Team members realize the importance of risk management. To account for potential upward swings in fuel, fertilizer and other input prices, a diesel fuel adjustment clause was developed for the contracts. Energy used in switchgrass production was converted to diesel equivalents and tied to the base price of diesel. This clause and other considerations of costs and returns in the production process helped to build trust with an open and honest atmosphere.

These 61 farmers have provided an excellent teaching laboratory for other farmers and agricultural and legislative leaders. They demonstrate the advantages and challenges associated with switchgrass production for biomass. Accomplishments achieved by the Extension Switchgrass Team are highlighted in the eXtension feedstock working group output. What they learned with the 61 farmers about evaluating the economics, contracting and producing switchgrass will advance the use of switchgrass for biofuels. Challenges remain to be solved, but this Team has made major strides toward advancing production of switchgrass. The

Team reminds farmers that if their goal is net income, to “plant switchgrass for biomass only after they have a firm and satisfactory contract.”

Achievements made by the Switchgrass Extension Team will provide a foundation for others to work in an area of increasing importance. UT, TSU and the Extension Team have and will continue to share their experiences with other professionals and interested parties. From an educational programming standpoint, the switchgrass contracting and production process is demonstrating to farmers and other partners a sound approach for moving forward. In 2012 the role UT Extension will evolve to be less hands-on. Switchgrass economics and production will be included in Extension’s base program. In 2012, the contracting process will be handled by a commercial company. The Switchgrass Extension Team has anticipated emerging issues, excelled at economics programming, made a positive impact and provided visionary leadership.

A special research and Extension project entitled “Will Small and Mid-Sized Farmers Benefit from the Cellulosic Energy Industrial Complex?” was conducted cooperatively by University of Tennessee and Tennessee State University personnel. A study of the first 40 farmers revealed the following:

Forty (40) farmers have contracts and are producing switchgrass for energy on 2,633 acres in 199 farm fields.

One hundred (100) percent of farmers with contracts have learned to successfully establish and manage switchgrass for biomass.

Over fifty (50) farm visits and tours have been conducted for other farmers, agribusiness leaders, cooperating partners, legislative leaders and other national and international leaders interested in producing switchgrass for production of energy.

Eighty-one (81) percent of producers indicated the development of a switchgrass market in the next five years was likely.

Ninety-four (94) percent of producers indicated that having a contract to establish a dedicated energy crop was very important.

Eighty-six (86) percent of producers indicated that producing switchgrass would allow them to allocate time and equipment resources more efficiently.

Seventy-five (75) percent of producers felt that continuing the production of switchgrass would diversify their farming operations.

Seventy-two (72) percent of producers felt that diversification was important to their farming operations.

Eighty-six (86) percent of producers indicated that, given their current experience with switchgrass production and expectations about the development of a market for switchgrass, they would continue growing switchgrass after their current contract expires.

Eighty-six (86) percent of producers indicated that the opinions of the Extension Biofuels specialists affected their crop production decisions.

Twenty-six (26) percent of producers indicated that they were capable of increasing their switchgrass acreage by greater than 55 percent.

Eighty-nine (89) percent of producers indicated that having Genera Energy, or other potential companies, provide the same level of support as UT Extension was important to continue the production of switchgrass.

Twenty-six (26) percent of producers indicated that they had grown a nontraditional crop prior to producing switchgrass.

One hundred (100) percent of producers indicated they had attended at least one educational meeting about switchgrass.

Ninety-two (92) percent, 1,739 acres of 1,890 acres planted in 2009, emerged to a successful stand.

One hundred (100) percent of 40 producers learned that switchgrass does not require lime at a pH above 5.0.

One hundred (100) percent of 40 producers learned that soil test results with medium to high levels of phosphorus and potash do not require additional amounts of these major nutrients.

One hundred (100) percent of 40 producers learned the proper seeding rate and seed placement for successful switchgrass production.

One hundred (100) percent of 40 producers learned how to control broadleaf weeds in switchgrass.

One hundred (100) percent of 40 producers are familiar with switchgrass production guidelines and printed publications.

The majority of contracted switchgrass producers have indicated the knowledge they have gained concerning switchgrass production has allowed them to be comfortable relaying their experiences with others in the community.

In summary, 20 percent of the farmers producing switchgrass had gross farm and nonfarm income of less than \$50,000. The farmers' age ranged from 28 to 83 years and their years farming ranged from 2 to 78 years. The total cropland farmed by farmers with switchgrass contracts ranged from 17 to 1,470 acres. The switchgrass for biomass program was equally successful with small and large farms. Beginning farmers received additional educational support, but they also achieved a high level of success.

Contacts:

Robert Burns, Assistant Dean

The University of Tennessee

120 Morgan Hall

2621 Morgan Circle

Knoxville, TN 37996-4522

Telephone: 865-974-7112

Email: rburns@tennessee.edu

Fitzroy (Roy) Bullock

Extension Professor and Agriculture Program Leader

Tennessee State University

214F Farrell-Westbrook

Nashville, TN 37209

Telephone: 615-963-5449

Email: fbullock@tnstate.edu

VIRGINIA
Virginia State University's
Small Farm Outreach, Training and Technical Assistance Program

Virginia State University's Small Farm Outreach, Training Technical Assistance Program (SFOTTAP) collaborates with USDA and various state agencies to deliver programs that enhance farm profits and improve quality of life for Virginia farmers, ranchers and forest landowners.

SFOTTAP provides services in the following areas:

- Financial/Farm Estate Planning
- Computer Literacy Training
- Assistance with Accessing USDA programs
- Farm Planning and Management
- Record Keeping
- Value-Added Product Development
- Food Safety Education
- Alternative Enterprises

Production and Marketing of the Following:

- Alternative/Specialty Crops
- Livestock
- Aquaculture
- Small Ruminants
- High Tunnel Production Systems
- Berries
- Fresh Vegetables production

SFOTTAP delivers programs through:

- Hands-on demonstrations
- One-on- one home/farm visits
- Field days
- Workshops
- Conferences
- Tours
- One-on-one home/farm visits
- Brochures
- Fact sheets
- Websites
- Local churches and news outlets

Small farmers are encouraged to participate in the following annual events conducted by Virginia State University's School of Agriculture:

Commercial Vegetable Production – Provides production training and marketing strategies of new crop varieties; teach irrigation practices, high tunnel, green house production techniques and marketing.

Aquaculture Field Day – Provides training and marketing strategies on the production and processing of catfish, tilapia, rainbow trout and fresh water shrimp as alternative enterprises for small farmers.

Small Farm Family Conference – This is a comprehensive conference that involves collaboration from USDA Agencies and includes direct participation of producers and other agricultural professionals. Topics are centered on production, risk management, financial, business management and marketing issues.

Agriculture Field Day – This involves the production and marketing of all alternative agricultural enterprises pertaining to small farm settings. Farmers are exposed to various alternative enterprises and given the necessary information to make informed decisions on what to produce.

Meat Goat Field Day – Meat goat production is one of the fastest growing alternatives introduced to small farmers by Virginia State University. On this field day, farmers are given hands-on training on production and management of a meat goat enterprise. Marketing of meat goat is usually emphasized.

Virginia Biological Farming Conference - In collaboration with the Virginia Association for Biological Farming, this conference emphasizes on organic production and marketing.

USDA Small Farm Outreach Conference – Virginia State University collaborates with USDA agencies (NIFA, FSA, NRCS, RMA, and RD) to enlighten small farmers about USDA programs and services. At this conference, farmers are able to acquaint themselves with agency representatives and receive information on various programs application procedures.

Contacts:

Fidelis Okpebholo

Coordinator/project Director,

Small Farm Outreach & Technical Assistance Program.

P.O Box 9081, Virginia State University

Petersburg, VA 23806

Phone: 804-524-5662; Email: fokpebholo@vsu.edu

Franklin D. Jackson, Ph.D.

Associate Dean of Extension

P.O Box 9081, Virginia State University

Petersburg, VA 23806

Phone: 804-524-5871; Email: fjackson@vsu.edu

WASHINGTON

Washington State University Small Farms Program

The Washington State University Small Farms Program was established by a state legislative initiative in 2000 to develop research and educational programs targeted specifically to the needs of small-scale and underserved farmers. The program's mission is to work with farmers and communities across Washington to foster profitable and equitable farming systems, land and water stewardship, and widespread access to healthy foods.

An interdisciplinary, statewide Small Farms Team comprised of over 45 county and campus-based extension, research and teaching faculty and key external partners collaborates to offer educational programs and conduct research. The team has developed a diverse array of educational opportunities, including conferences, workshops, evening courses, short courses, field days, and farm walks; and informational resources such as printed brochures and fact sheets, posters and displays, a website, and several e-mail listservs. The team also provides direction for university-led research teams addressing high priority research topics identified by small farmer stakeholders. A statewide, stakeholder advisory group provides feedback and guidance on program development.

Educational Activities. Team members offer field days, farm tours, workshops, conference sessions, and educational exhibits on sustainable farming topics throughout the state. A series of ten Farm Walks featuring the state's most successful sustainable small farms is held annually to provide advanced, on-farm learning opportunities. An intensive training program, "Cultivating Success," is offered through county extension offices and on campus (www.cultivatinguccess.org.) The program consists of a series of weekly, evening courses and short courses that can be taken for college or continuing education credits. A fall semester course, "Sustainable Small Farming and Ranching," focuses on whole farm planning and sustainable production techniques. A second, spring course, "Agricultural Entrepreneurship," focuses on farm business planning and marketing. Curricula and train-the-trainer programs were developed collaboratively with faculty from the University of Idaho (UI) and Rural Roots, a non-profit farm organization. Local farmers serve as presenters, advisors, and mentors throughout the program. Additional advanced short courses and internships are also available, including a hands-on farming practicum at the campus organic teaching farm.

Immigrant Farmer Programs. Grants have been obtained to hire bilingual Hmong and Latino specialists to adapt and offer the educational programs described above for multilingual and immigrant farmers and farm worker audiences. A Spanish-language radio series, CDs, videos, telephone hotlines, and peer-to-peer learning groups have been used to augment bilingual Cultivating Success courses, workshops, and Farm Walks. Simultaneous translation equipment is currently being piloted as a method of making additional programs and conference workshop tracks accessible to multilingual audiences. A new bilingual, organic farm incubator program has been established in partnership with Viva farms in Skagit County.

Electronic Resources. The Washington Family Farmer Resource listserv reaches farmers around the state with bi-weekly announcements about new educational resources, programs, and events. A team listserv connects team members working across the state. The website (www.smallfarms.wsu.edu) highlights current events and resources and includes a directory of team members, upcoming events, links to ongoing programs and relevant publications, and a workspace for team members to communicate with one another and work on joint projects. Several courses have been piloted in an online format and podcasts of bilingual workshops are being archived.

Research on Sustainable Food and Farming Systems. Interdisciplinary research teams have been created to investigate innovative solutions to soil, water, and pest problems in organic farming systems, as well as community food systems, direct marketing systems, farm-to-cafeteria programs, and meat processing. A long-term organic farming systems research site for small farms has been established at the WSU Puyallup Research and Extension Center. A network of organic farmers hosts on-farm research projects.

Center for Sustaining Agriculture and Natural Resources (CSANR). The Small Farms Program is housed under the WSU Center for Sustaining Agriculture and Natural Resources (www.csanr.wsu.edu) with a mission to lead statewide efforts in sustainable agriculture, food, and natural resources systems that are economically viable, environmentally sound, and socially responsible. Some current areas of focus at CSANR are biointensive and organic agriculture (BIOAg), climate change and energy use, green manures, and value-added agriculture.

Contacts:

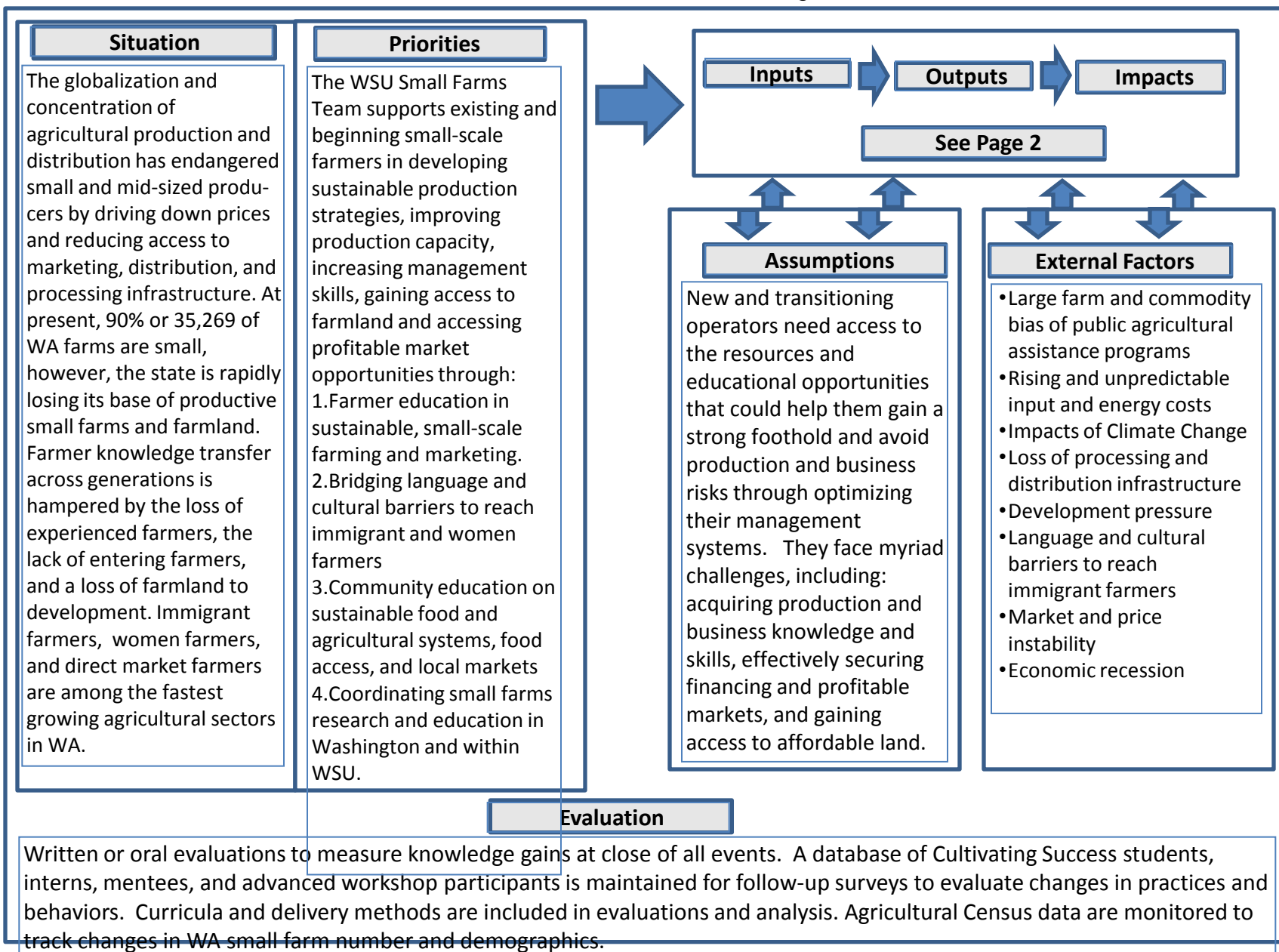
General: info.smallfarms@wsu.edu

Dr. Marcia Ostrom
Small Farms Program Director
Center for Sustaining Agriculture and Natural Resources
Washington State University
1100 N. Western Ave., Wenatchee, WA 98826
mrostrom@wsu.edu
509-663-8181 X 263

Dr. Doug Collins
Small Farms Educator
Center for Sustaining Agriculture and Natural Resources
Washington State University
2606 W. Pioneer, Puyallup, WA 98371
dpcollins@wsu.edu
253-445-4658

Washington State University Small Farms Program

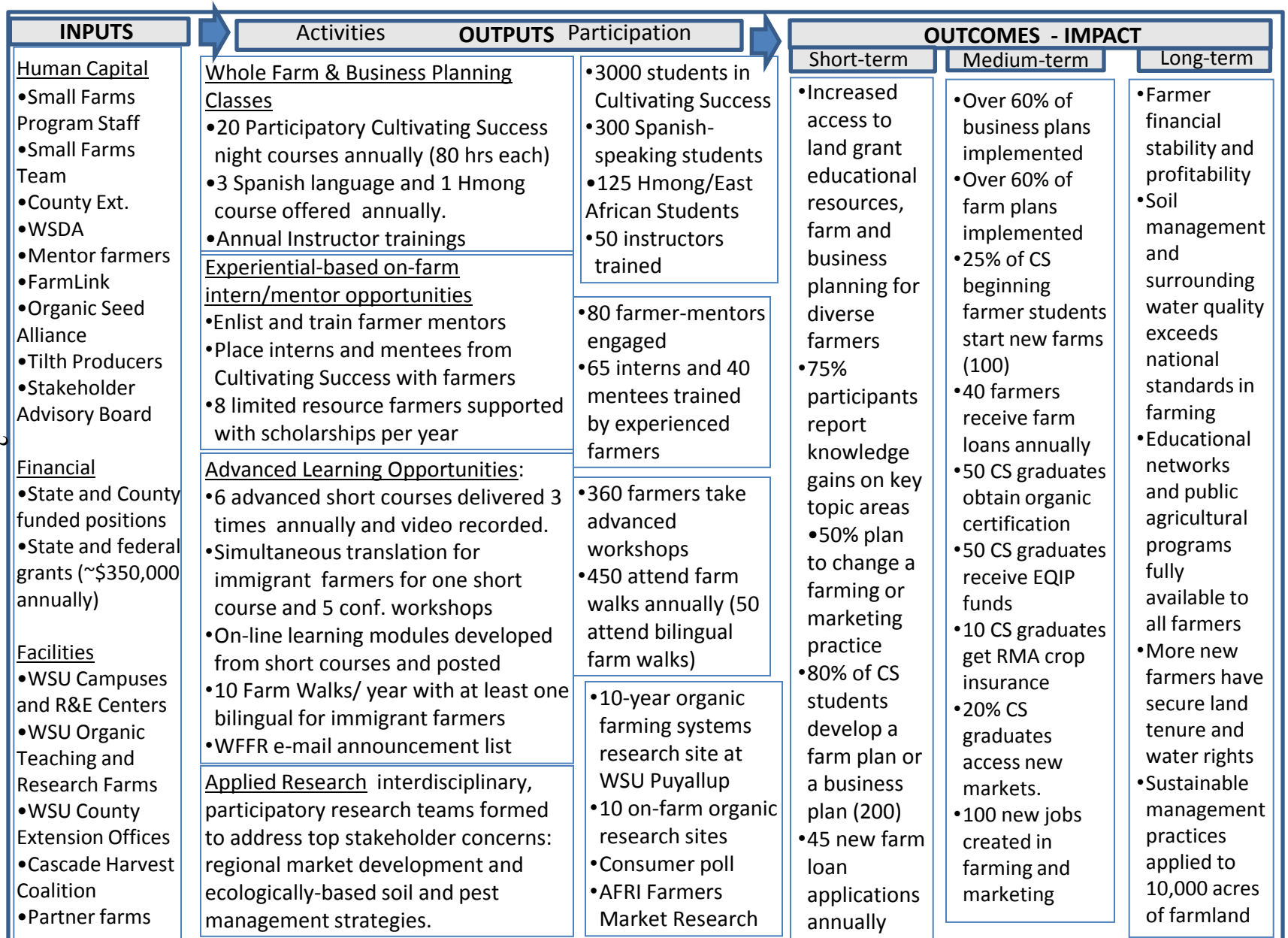
GOAL: To foster successful and sustainable small farms and vibrant regional food economies across the State.



Logic Model

Washington State University Small Farms Program

GOAL: To foster successful and sustainable small farms and vibrant regional food economies across Washington State.



Logic Model

WISCONSIN

University of Wisconsin Small Farm Activities

UW Extension serves all farm sizes and does not favor large over small farms. For example, the Dairy Modernization Program focuses on helping small farms adopt technology and designs that are labor-saving and cost effective, and the Center for Dairy Profitability's grazing research has demonstrated that small farms can match or exceed large dairy farms in economic efficiency.

UW Extension has recently formed a Small Farms Team to develop educational resources for Rural Lifestyle farmers who do not come from a farm background. The team is assembling a website with resources for beginning and lifestyle farmers and supports workshops and other small farm outreach efforts across the state. In addition, team members work one-on-one with small farm clients, as do many other Extension staff.

UW Extension partners with many organizations across the state that provide support for small farms and underserved farmers, including the Wisconsin Department of Agriculture, Trade, and Consumer Protection Farm Center Program, Midwest Organic and Sustainable Education Service, Grassworks, the Center for Integrated Agricultural Systems, Michael Fields Agricultural Institute, and others.

Specific Small Farm Activities in recent years include:

- Small farms workshop held in Adams County for small farm owners in Marquette, Adams, and Waushara, and Juneau Counties. Attendance in 2008 was 980, 2009 was 121, 2010 was 86. Our large attendance in 2008 was because we were able to have Orin Samuelsson as a guest speaker
- Extension conducted one "Annie's Project" course for beginning women farmers on business planning for value added agriculture, reaching 13 farm women
- Extension does a beef meeting series for small farm cow-calf producers each year at 3 locations that averages 90 producers each year
- Small farms workshop held in Price County for small farm owners in Rusk, Price, and Taylor counties. 35 farmers attended
- Weekend Farmer Newsletter for rural residential farmers started in Richland County and now distributed statewide electronically
- Small Farms Workshop held on April 16 in Wausaukee. 25 producers attended from 6 different counties in Wisconsin & Michigan
- Series of four Small Farms oriented workshops at Oconto Falls Library in February of 2011.
- The Center for Dairy Profitability continued to collect and analyze data from grazing and organic farms, most of which fit into the small farm category. The small ones tended to do much better in 2009
- Two small farm workshops were held in Eau Claire County in the past three years. Attendance was 20 and 45 farmers
- Two Hmong Farmer workshops were held in Eau Claire County dealing with crop rotations, pesticide use and safety, attended by 54 families
- DATCP provides risk management training to Hmong fresh market produce farmers through the use of USDA RME funds and Specialty Crop Block Grant funds. Activities include hands on training in financial records management, workshops, and individual follow up assistance.
- DATCP is partnering with Midwest Organic and Sustainable Education Service (MOSES), Iowa State University-Extension, and Rock Spring Farm to write a book on farm financial management

and offer related training opportunities. The book, entitled *Fearless Farm Finances: Farm Financial Management Demystified*, is due out in December, 2011. Authors of the book will also be presenting workshops this winter at the Southern SAWG Conference, Pennsylvania Association for Sustainable Agriculture Conference, and the Organic Farming Conference. This project is funded by a grant from the USDA Beginning Farmer and Rancher Development Program

- DATCP is working with the UW-Madison School for Beginning Dairy and Livestock Farmers and Grassworks, Inc. to implement the Dairy Grazing Apprenticeship Program. The program matches apprentices with experienced dairy graziers, and provides them with 4,000 hours of paid training over the course of two years. Graduates of the program will be capable of becoming owner-operators of their own managed grazing dairy farms. This project is also funded by a grant from the USDA Beginning Farmer and Rancher Development Program
- The Center for Integrated Agricultural Systems at UW-Madison continues to offer beginning farmer training to vegetable growers, apple growers, flower growers, and dairy and beef producers every year.

Contact

Diane Mayerfield

Center for Integrated Agricultural Systems

1535 Observatory Drive

Madison, WI 53706

Phone: 608 - 262-8188

WYOMING

University of Wyoming Small Farm Programs

The University of Wyoming (UW) offers numerous program activities and resources targeted to small scale farms, ranches and rural properties, and farm families and rural communities.

Many small farmers grow and process vegetables, fruits, herbs, and berries for direct market, often in farmer's markets, or raise beef or buffalo for direct sale. You-pick operations and community supported agriculture farms are also available.

Extension educators assist producers with techniques, marketing, business management, and connecting producers to other producers and information sources.

Program Activities

Small Acreage Issue Team: The Small Acreage Issue Team began in 2004 to meet the needs of the increasing number of land managers with little land managing experience. This group, whose membership is open to any organization, brings together professionals who can advise new and uninformed small acreage managers. The mission of the Small Acreage Issue Team is

To create a culture of stewardship among small acreage land managers by promoting sustainable practices which enhance the ecological, economic and social aspects of the land and its people

The team consists of members from the University of Wyoming Cooperative Extension Service (CES,) Resource Conservation and Development Councils, Natural Resources Conservation Service, Wyoming Resource and Conservation Districts, the Wyoming State Forestry Division, Wyoming Weed and Pest Control, and Audubon Wyoming. Other project partners include the Wyoming Private Grazing Lands Team, Wyoming Department of Environmental Quality & US EPA, and University of Wyoming School of Energy Resources. UW CES members include educators and specialists with interests in sustainable land and livestock management, enterprise development and management, and food safety.

The team's educational outreach is available in several ways: it offers hands-on workshops, one-on-one advising, and a quarterly publication targeted to land managers (particularly small and new) called *Barnyards & Backyards*.

The informational articles in *Barnyards & Backyards* address topics such as feeding or grazing animals, maintaining pastures, landscaping, irrigation, drinking water quality, weed control, septic system maintenance, and enterprise development. Each issue also features landowners who exemplify the practices discussed in the magazine. They discuss the challenges faced as landowners in Wyoming and the strategies used to overcome them. Though focused on issues of interest to landowners and managers in Wyoming this magazine has subscribers from across the United States. A selection of articles are available at www.barnyardsandbackyards.com.

Living and Working on the Land Project: Another programming activity that has been a notable success has been the Living and Working on the Land event. It is a three-day event which offers preeminent keynote speakers, tracks to targeted audiences, and tours. The most recent was provided to a very enthusiastic audience of producers from across the High Plains and Mountain West. The keynote was Joel Salatin. He is widely known for his innovative farming techniques and relationship-based food marketing. He is also a well-known author and charismatic personality in the cultural conversation about food and the environment. Information is at www.blocksofsuccess.org. Scholarships were provided and used extensively. Further distribution of conference insights were via video of speakers captured at the conference and special editions of *Barnyards & Backyards* and a newspaper insert distributed across Wyoming.

Other events, like the **Local Food Gathering conference**, held annually in Laramie in April, also are available to producers and consumers as a place to connect and learn.

Beginning Farmer Classes: To help farmers and ranchers new to agriculture become more familiar with the successful operation of a venture in the agriculture industry, the Challenge Group was developed to challenge participants to step back, think bigger picture, and then apply the new perspectives and tools to their own situation. The combination of targeted content and on-site interaction with peers has created learning experience that has been offered around the state.

A Challenge Groups is often from six to eight sessions. The curriculum typically addresses topics related to establishing the financial feasibility of value-added, local food projects of the operation and target management topics of: communications (within the family and with clients), establishing goal-directed actions, measurement of the financial health and viability of the venture, exploration of diversification options in the region, establishing a strategic marketing plan, and risk identification and mitigation.

Partnerships: Partnering entities have included Wyoming Women in Agriculture, Small Acreage Issue Team, Wind River Development Fund, Laramie Local Foods, University of Wyoming Department of Agricultural and Applied Economics, University of Wyoming Cooperative Extension Service, the USDA Risk Management Agency, USDA Farm Service Agency, Wyoming Farmers Market Association, Wyoming Department of Agriculture, Wyoming Business Council's agribusiness division, and other groups.

Information Sources: Numerous publications on farming, ranching, gardening and property management are available from the University of Wyoming Cooperative Extension Service, including the sites below:

Barnyards & Backyards: quarterly magazine on property management and rural living in Wyoming. <http://barnyardsandbackyards.com>. A mailing list is available.

Living and Working on the Land – videos: A compilation of audio and video files collected from the Living and Working on the Land: Building Blocks of Success program held in August 2010. <http://blocksofsuccess.org/>.

Small Acreage Issue Team - Property Improvement Project: a series of videos and podcasts featuring efforts to improve the health of several small Wyoming properties. <http://www.facebook.com/#!/pages/Barnyards-and-Backyards-Property-Improvement-Project/107508719278>

Insuring Success for Western Agriculture: information on risk management topics for those growing livestock or crops, including self-study classes. <http://insuringsuccess.org/>

University of Wyoming Cooperative Extension Service: publications: <http://www.uwyo.edu/ces/>

EVOLVE Leadership Program: EVOLVE is a community development program to increase the number and skill of its citizens so that they are better able to solve community problems. <http://www.uwyo.edu/ces/>

Contact:

Cole Ehmke

Department of Agricultural and Applied Economics

University of Wyoming

1000 E. University Ave, Laramie, WY 82071

Phone: 307 - 766-3782

Electronic Mail: cehmke@uwyo.edu