



New Farmers. We're here for you.

New and beginning farmers and ranchers are as diverse as American agriculture itself. New farmers are growing traditional crops and new varieties, organic produce and heirloom products. They are part of row-crop farms - employing cutting-edge technology and equipment - and community supported agriculture programs - delivering fresh products directly to their neighbors. They are raising beef, pork, dairy cattle, poultry, and fish on operations of every size.

Our diversity, youth engagement, and types of agriculture are all increasing, and growing the next generation of agriculture has never been more exciting or more urgent than it is right now. And as the average age of farmers and ranchers in America continues to rise, the question of how we build our bench in agriculture becomes ever more important.

Here at USDA, we are working hard to make sure we are ready to meet the opportunities and challenges of tomorrow.

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What can USDA do for a new farmer?

USDA is supporting access to land and capital; building new markets and market opportunities; extending new conservation opportunities; offering appropriate risk management tools; and increasing our outreach, education, and technical support.

Visit www.usda.gov/newfarmers for an in-depth look at all the ways USDA can partner with a new farmer on their operation.

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We're improving the way we do customer service.

- One stop shopping
- No wrong door
- Working together across agencies to provide resources as a package

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We've implemented the farm bill, which had many new tools, resources, and flexibilities for new and beginning farmers and ranchers.

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We're updating our programs to reflect the new and modern farm structures and needs.

- Updating USDA statistical tools
- Updating our programs

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We've built new partnerships that are helping us as USDA help new farmers more effectively.

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How can USDA partner with states, regions, and local partners to support new farmers?

Supporting new and beginning farmers does not only reap benefits for the farmer, agriculture is an economic engine for communities. When the number of farm operations and agribusinesses increase in a community/town/ city, economic development comes with them.

USDA has programs that can support a community interested in supporting new farm businesses....

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USDA Natural Resources Conservation Service (NRCS)

Agricultural Conservation Easement Program (ACEP)

Agricultural Land Easements

- Eligible partners include Indian tribes, state and local governments and non-governmental organizations that have farmland or grassland protection programs
- Helps purchasing Agricultural Land Easements that protect the agricultural use and conservation values of eligible private land. In the case of working farms, the program helps farmers and ranchers keep their land in agriculture.
- NRCS may contribute up to 50 percent of the fair market value of the agricultural land easement.



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USDA Rural Development

Community Facilities Direct Loan & Grant Program

- Loans/grants to develop essential community facilities, including farmers markets, school kitchen equipment to support storage and preparation of fresh local produce or meat, or food banks
- <20K population
- **EXAMPLE:** food bank that partners with local farm community

Rural Business Development Grants

- Funds projects to support rural small businesses and certain local food projects located in urban areas with business planning, acquiring easements, rural business incubators, entrepreneur training
- Typically \$10,000 up to \$500,000
- **EXAMPLE:** grant to purchase ag land easements to preserve land for farmers in their community

Economic Impact Initiative Grants

- Grants to develop essential community facilities in rural communities with extreme unemployment and severe economic depression.
- Rural, unemployment >19.5%, population <20K (+)
- **EXAMPLE:** develop farmers market for community

Business and Industry Guaranteed Loan Program (B&I)

- Purchase easements, business conversion/modernization, purchase and development of land
- \$10-40 million
- **EXAMPLE:** aggregating local producers produce in order to support school districts



USDA Know Your Farmer Know Your Food (KYF2)

KYF2 is an important entry point for communities building their local food system, with info on a wealth of USDA tools and resources. www.usda.gov/knowyourfarmer

Compass Map: identify USDA investments already at work in communities, or search the map by recipient type to find projects that USDA has supported that are run by state or local governments.



READ

What is a local food system? How is USDA involved? With case studies, videos, links and photos from the field, the *Know Your Farmer, Know Your Food Compass* will help you discover how USDA resources can support this growing market segment.



For the best experience, save the KYF Compass PDF file to your computer and open it with Acrobat Reader.

USE

Updated in May 2015, the Compass map shows you the local foods landscape in your community and around the country. Data includes USDA and other federally supported local food projects, farmers markets, food hubs, meat processors and more! Now fully searchable.





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USDA Food Nutrition and Consumer Services (FNCS)

Farm to School

- Planning, implementation and support service grants are available from \$20,000 - \$100,000. Matching funds of 25% of the total project is required.
- **Big idea:** To help schools source more foods locally and to provide complementary educational activities to students that emphasize food, farming, and nutrition.
- **Possibilities:** Applicants are planning programs to bring local or regionally produced foods into school cafeterias; hands-on learning activities such as school gardening, farm visits, and culinary classes; and the integration of food-related education into the regular, standards-based classroom curriculum.
- **Real example:** Portland Maine Public Schools is using a Farm to School grant to update central kitchen equipment, certifications, and training in order to become a large-volume processor of local foods. The project also includes a number of experiential learning activities such as school gardens, after-school agriculture clubs, school curriculum, taste testing, and chef-to-school. The school district will also hold an annual "Local Food Show" open to the public exhibiting the farms, recipes, and student projects related to farm to school.



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