

## FARM BEGINNINGS CLASS

Many skills are required to start a successful farm: passion, clear goals, production experience, financial and marketing know-how, and good decision-making.

Farm Beginnings is designed for farmers in their first 10 years of farming who want to plan a profitable farm business. It can also be helpful to people exploring their farm dreams. Students do not need to currently own land, but some farming or production experience is helpful to get the most out of the class.

From a Farm Beginnings Graduate:

*"(what we learn in Farm Beginnings) helps us decide how to change what we're doing to reach our goal as well as provides the reinforcement to say, 'You know what? Nope, that's not working.'"*

To see how graduates are using what they've learned to succeed in farming visit LSP's website:

[www.farmbeginnings.org](http://www.farmbeginnings.org)

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## Farm Beginnings 2018-2019

### Class Dates

#### **Session 1: Saturday, October 27**

Goal Setting - Quality of Life

#### **Session 2: Saturday, November 10**

Goal Setting – Commitments, Resources and Soil Health

#### **Session 3: Saturday, December 1**

Beginning Farmer Panel and Intro to Personal Finances

#### **Session 4: Saturday, December 15**

Introduction to Holistic Financial Planning

#### **Session 5: Saturday, January 12**

Enterprise Investigation: Defining your Market and Pricing

#### **Session 6: Thursday, January 31**

Marketing and Branding with Buyers Panel

#### **Session 7: Saturday, February 16**

Record Keeping and Accounting

#### **Session 8: Saturday, March 2**

Legal Issues, Business Structure and Resources for Beginning Farmers

#### **Session 9: Saturday, March 16**

Final Presentations of Farm Proposals

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## LAND STEWARDSHIP PROJECT

# FARM BEGINNINGS

The 2018 - 2019 Class will meet in Rochester, MN

**Whole Farm Planning:** Farm Beginnings introduces you to Holistic Management and guides participants through a process for making better financial decisions that move farmers toward stewardship, wealth generation and improved quality of life.

**Enterprise Planning:** Farm Beginnings guides participants through the research and development of a new enterprise and provides important information about farm business structure, taxes and risk management.

**Next Steps and Connecting to Resources:** Participants will identify and prioritize next steps including production and financial skills they need to develop as well as investments that will give them the biggest bang for their buck.

The Farm Beginnings class is a year-long training program that helps beginning farmers clarify their goals and strengths, establish a strong enterprise plan and start building their operation. The course uses a mix of farmer-led sessions, on-farm tours, and an extensive farmer network.

Farm Beginnings is approved as an educational provider through the Farm Service Agency. Completion of the course fulfills the educational requirements for FSA loan applicants. Course tuition is \$1500. Deposit due with registration is \$200. Fee covers up to 2 people per family or farm. Scholarships are available and fee can be reimbursed through the MN Beginning Farmer Tax Credit for qualified beginning farmers.

For further assistance or questions contact Karen Benson at karenb@landstewardshipproject.org or by phone at 507-523-3366 or visit [www.farmbeginnings.org](http://www.farmbeginnings.org)

## Exploring farming? Farm Dreams

might be your best next step.

**Farm Dreams** a four-hour workshop designed to help people clarify what motivates them to farm, get their vision on paper, inventory their strengths and training needs and gain perspective from an experienced farmer.

**Farm Dreams**  
**Sunday, September 23rd**  
**1:00 - 5:00 pm**  
**@ LSP office in Minneapolis**

The cost of the workshop is \$20 for LSP members and \$40 for non-members. Each registration fee covers up to two people per family or farm.

Email Annelie at [annelie@landstewardshipproject.org](mailto:annelie@landstewardshipproject.org) to register

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