Building On-Farm Success: Resources & Training for Montana’s Beginning Farmers and Ranchers

Annie Heuscher
Community Food & Agriculture Coalition
Beginning Farmer and Rancher Development Program Award No [2015-70017-22851]
Project Audience

• Who are you aiming to help?
  – Geographic Area: Montana
  – Limited Resource
  – Broad range of farming interests
  – Pre-start-up through first three years
Partners/Collaborators

• Who are the key people on your team?
  – Seth Swanson, MSU Extension: program support, resource development, promotion
  – Tammy Hinman, NCAT: resource development, promotion
  – Tracy Potter-Fins, Montana Sustainable Growers’ Union: program development, promotion, evaluation
  – Barb Brant, Nourish the Flathead: resource development, promotion
Key Approaches

• Business Planning workshops
• Expansion through MSU Extension
• Field Days
• Local Investment and Financing Tools
• FarmLink Montana
Overall Target Outcome

By the end of this project, we will have helped:

• 9 people start a farm, with programs benefitting at least 100 new farmers (50% LR)

• 3 local investments made into area farms and food businesses

• 48 trainings, each serving at least 10 farmers, with at least 60% using the information to begin, expand, or enhance a farming/ranching business
What do you have to share?

- Experience partnering with Extension and SBDC
- Strong business planning curriculum
- FarmLink
What do you hope to learn from other projects?

• Increasing attendance and having effective promotion with this audience
• Working with a rural, highly dispersed audience
• Best practices on mentorship
Keep in touch!

Annie Heuscher

annie@missoulacfac.org

406-830-8218

MissoulaCFAC.org