



United States
Department of
Agriculture

National Institute
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and Agriculture

Farming for Cash: A Continuing Training Program for Veteran, SD, & LR Beginning Farmers

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Beginning Farmer and Rancher Development
Program Award No 2015-70017-23959



What Did We Learn?

- Beginning farmers (BF) faced many challenges
 - Finding farmland: key farming decision
 - Labor shortage: key farming decision
 - Local marketing is not as easy as showing up at a FM
 - Lack of access in farmers' markets because of competition
 - Easy ways to make more \$\$
 - Did not plan to use Kentucky's FM regs (home processing, temporary food vending permits) to increase income
 - Lot of expert-to-farmer communication but very limited farmer-to-farmer communication
 - BF-to-BF collaborations can be very helpful (works better with women BF)
 - Low-cost agroforestry: a missed opportunity



Project Audience

- Goal is to serve beginning farmers via Community Based Organizations (CBO) in Kentucky
 - The chosen CBOs have an agriculture program
 - They serve limited-resource, refugee, recent veteran BF
 - Current interests: horticulture, poultry, apiculture with keyword: sustainability
 - Stage of farming:
 - Most refugees have ag background in home country
 - Most urban SDF are exploring with few start-ups
 - Most Veteran BF are in first 10 years with some startups

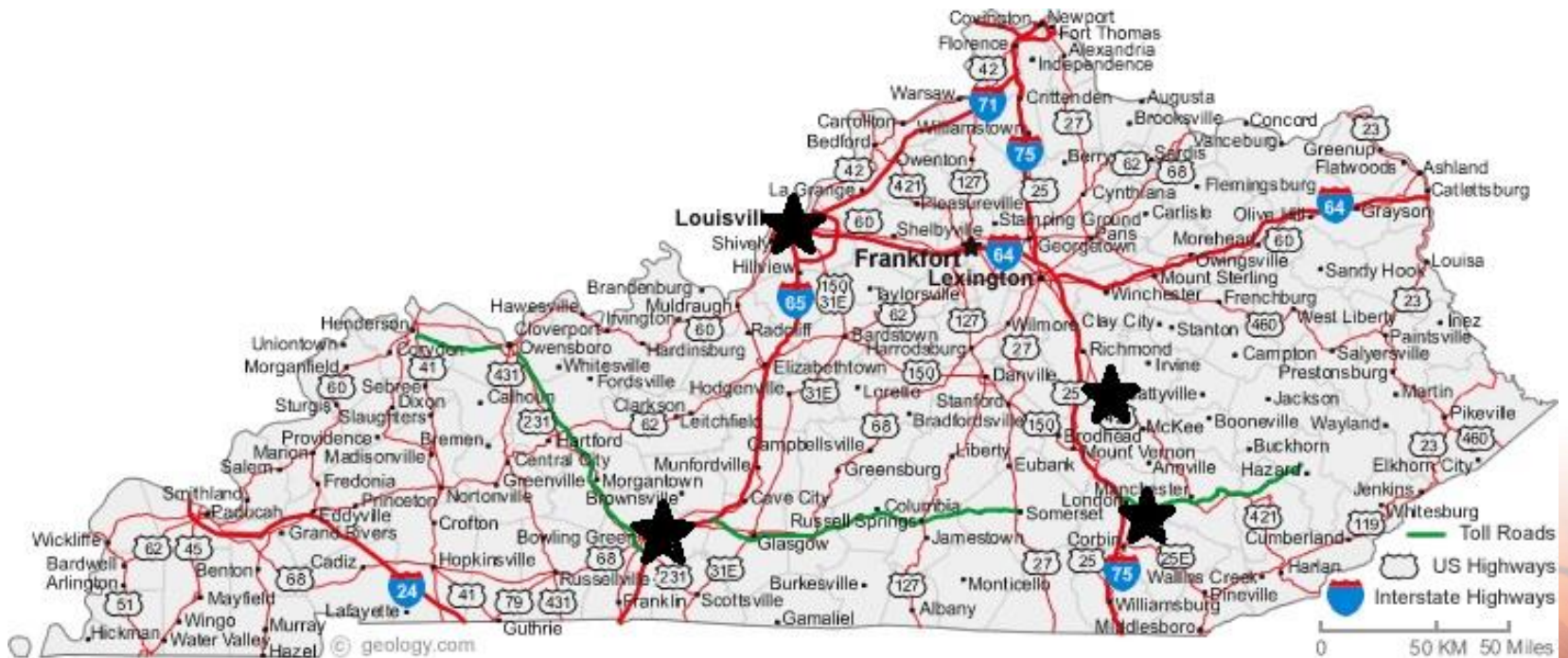


Partners/Collaborators

- Key people on our team
 - Community Based Organizations
 - Louisville Grows, urban non-profit CBO; recruitment, education, direct project
 - International Center of Kentucky, CBO serving refugees; recruitment, education, direct project
 - The Growing Warriors Project, CBO serving returning veterans; recruitment & education
 - The Laurel County African American Heritage Center, CBO serving SDF; recruitment & education
 - College of Agriculture, Food, and Environment, Univ. of Kentucky
 - Education in poultry mgmt., AgrAbility; Assistance in recruitment
 - College of Agriculture, Food Science, and Sustainable Systems, Kentucky State Univ. (Project host)
 - Education, recruitment, project mgmt.,



Map of Collaborators





Key Approaches

- Train BF to use social media & internet to acquire farmland, communicate, & marketing
- Workshops/courses/demonstrations with focus on LR/SDF-style farming
 - Before you farm: learn how to make key farming decisions
 - Estimating land, labor, & capital for enterprises & operations scales
 - How should BF invest their resources for the “biggest bang”
- Incubator farms: at each CBO with their own budgets
- Apprenticeships & Mentoring: KSU & UK provide mentors ; CBO farm managers to become mentors
- Technical assistance: KSU and UK Extension; SSAWG workshops, Third Thursday Thing



Overall Target Outcome

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

- 300 people (including 67% socially disadvantaged and 33% veterans) trained
 - 90% of trained people will overcome barriers & start a farm
 - 75% of BF that start farming will also participate in the local food economy
 - Create long-term BF training infrastructure for collaborating CBOs
- Evaluations: Quarterly BF surveys documenting progress



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What do we have to share?

- Networking with Facebook: opening doors for new farmers
- Low-investment, part-time, urban farming
 - Hydroponics & sustainability
- Agroforestry: limited-resource style
 - Cheap forested land
 - Edible mushroom culture
 - Apiculture
 - Hydroponics





What do we hope to learn from other projects?

- Innovative ways of farmland acquisition
- Innovative ways of farm financing
- Low-investment, low-risk technologies with local marketing success
- Success stories in organized production and marketing among BFs with respect to local food production



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Thank you

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