Emerging Farmer Resources
Companion to the Emerging Farmers Conference 2021 sessions - emergingfarmers.org

Grants for Farmers:
Finding funding for projects, on-farm research, and infrastructure

Grants & Loans for Farmers
MN Institute for Sustainable Agriculture (MISA)
www.misa.umn.edu/resources/grants-loans-farmers
State and federal grant programs available to farmers are generally of three types: 1) Funding for on-farm research and demonstration projects; 2) Value-Added or Investment grants that require pre-application and cover a percentage of cost of a building or improvement project; or 3) Cost-sharing for expenditures that helped the farm expand, update, or otherwise improve operations. Current grant opportunities are posted on the MISA News Blog: misanews.blogspot.com

Grassroots Guide to Federal Farm and Food Programs
National Sustainable Agriculture Coalition (NSAC)
hhttps://sustainableagriculture.net/publications/grassrootsguide
This guide provides an in-depth look at federal programs and policies important to sustainable agriculture, and details how they can be accessed by farmers, ranchers, and grassroots organizations.

NC Sustainable Agriculture Research and Education (SARE) Grant Programs
https://northcentral.sare.org/grants
North Central Region SARE administers several grant programs, each with specific priorities, audiences, and timelines.

How to Apply for USDA SARE Farmer-Rancher Grants videos
https://youtu.be/-1sDmrIIIEQk English
https://youtu.be/uHaj6a0JLnI Spanish

How to Apply for USDA SARE Value-Added Grants video
https://youtu.be/pXruH2_Ik8Y

Mill City Market Next Stage Farmer Grants video and 2020 recipients
https://millcityfarmersmarket.org/grants
The Next Stage Grants provide funding to local, regenerative farmers and other food producers who are improving sustainable farming and business practices or growing toward the “next stage” of their local food businesses.

Lakewinds Food Cooperative Organic Field Fund
www.lakewinds.coop/community/loff
Lakewinds community of shoppers, owners, and employees are committed to supporting the local farming community by providing funding to farmers to improve the sustainability of their operations.

List of all GRANT Programs – MN Department of Agriculture
www.mda.state.mn.us/funding?field_category_target_id=5
List of all LOAN Programs – MN Department of Agriculture (MDA)
www.mda.state.mn.us/funding?field_category_target_id=6

Beginning Farmer Loan Comparison Chart - MN Department of Agriculture (MDA)
www.mda.state.mn.us/business-dev-loans-grants/loan-comparison-chart-1
Beginning Farmer & Seller Assisted Loan Programs, Aggie Bond Beginning Farmer Program and Agricultural Improvement Program.

MN Department of Agriculture Beginning Farm Loan Program
www.mda.state.mn.us/business-dev-loans-grants/beginning-farmer-loan-program
This program was established to help people who want to farm in Minnesota.

United Sates Dept. of Agriculture (USDA) Small Farm Funding Resources Guide
Web Page - www.nal.usda.gov/afsic/small-farm-funding-resources-guide-1
Video - https://youtu.be/Ln35xTALPIQ

USDA Farm Service Agency (FSA) MN Office Locator
https://offices.sc.egov.usda.gov/locator/app?state=mn&agency=fsa

USDA Farm Service Agency Farm (FSA) Guaranteed Loan Programs
FSA’s Guaranteed Farm Loan Programs help family farmers and ranchers to obtain loans from USDA-approved commercial lenders at reasonable terms to buy farmland or finance agricultural production.


Community Food Projects (CFP) Competitive Grants Program
USDA National Institute of Food and Agriculture (NIFA).
nifa.usda.gov/funding-opportunity/community-food-projects-cfp-competitive-grants-program
The purpose of the CFP is to support the development of projects with a one-time infusion of federal dollars to make such projects self-sustaining ... to increase food security in communities by bringing the whole food system together to assess strengths, establish linkages, and create systems that improve the self-reliance of community members over their food needs.

Compeer Emerging Farmer Program
www.compeer.com/Home/Agriculture/Ag-Financing/Emerging-Markets-Program
Compeer offers businesses like urban farms, value-added (food processing), fresh fruits and vegetables, beekeeping for pollination and honey, finfish, berry crops and tree nuts access to credit and other financial services.
With the mission of “Helping People Help the Land,” the Natural Resources Conservation Service (NRCS) provides products and services that enable people to be good stewards of the Nation’s soil, water, and related natural resources on non-Federal lands.

Contact the MN NRCS: [www.nrcs.usda.gov/wps/portal/nrcs/mn/contact](http://www.nrcs.usda.gov/wps/portal/nrcs/mn/contact)

NRCS offers financial and technical assistance through conservation practices, activities and enhancements to help farmers make improvements on their land.

Environmental Quality Incentives Program (EQIP)
Financial and technical assistance to implement structural and management conservation practices for environmental benefits on agricultural land.

Diversifying farm income through value-added products

Taking Advantage of this Moment and Opportunity
Regional market analysis and marketing recommendations.
Prepared for Agua Gorda Cooperative. A co-publication of the University of MN’s Center for Urban and Regional Affairs (CURA), Central Regional Sustainable Development Partnership, and Cooperativa Agua Gorda.

English: [https://conservancy.umn.edu/handle/11299/214974](https://conservancy.umn.edu/handle/11299/214974)
Spanish: [http://hdl.handle.net/11299/214860](http://hdl.handle.net/11299/214860)

National Sustainable Agriculture Coalition (NSAC) BLOG - Value Ag Producer Grants
Helps Farm and Food Entrepreneurs Bring Home the Bacon
Link: [https://sustainableagriculture.net/blog/value-added-producer-grant-stories-2019/](https://sustainableagriculture.net/blog/value-added-producer-grant-stories-2019/)
Link: [https://sustainableagriculture.net/blog/61-million-invested-in-value-added-agriculture/](https://sustainableagriculture.net/blog/61-million-invested-in-value-added-agriculture/)
Video, Shared Ground of MN - [https://youtu.be/B1HEficWMFg](https://youtu.be/B1HEficWMFg)

List of Alternative Crops and Enterprises for Small Farm Diversification
USDA National Agricultural Library - Alternative Farming Systems Information Center (AFSIC)
The Alternative Farming Systems Information Center (AFSIC) specializes in library services - locating, accessing, organizing and distributing information - related to sustainable and alternative agricultural systems, crops and livestock.
AGRI VALUE-ADDED GRANT PROGRAM - MN Department of Agriculture (MDA)
www.mda.state.mn.us/business-dev-loans-grants/agri-value-added-grant-program
The AGRI Value-Added Grant helps Minnesota processors add value to Minnesota agricultural products by investing in the purchase of equipment, production capacity, market diversification, and market access for value-added products.

Value-Added Marketing - USDA
www.nal.usda.gov/afsic/value-added-marketing

Agriculture Marketing Resource Center
www.agmrc.org
A national information resource for value-added agriculture.

The Value-Added Producer Grant (VAPG) Program
www.agmrc.org/business-development/valueadded-agriculture/vapg-program
USDA's Value-Added Producer Grant (VAPG) program provides grants to help farmers and ranchers add greater value for agricultural commodities.

Value Added Processing
MN Institute for Sustainable Agriculture (MISA)
www.misa.umn.edu/resources/local-food-sales-resources/value-added-processing
A collection of resources from the MN Institute for Sustainable Agriculture.

Resources for Value-added Ag & Farm Enterprise Diversification
University of Wisconsin
https://farms.extension.wisc.edu/articles/resources-for-enterprise-diversification
Resources to help farmers assess feasibility and critical success factors of new or additional enterprises including value-added production, and marketing and business strategies.

Minnesota Cottage Foods Law
MN Farmer’s Market Association
www.mfma.org/CFL
It's the law! As of July 1, 2015, you can make cottage foods in your home kitchen (baked foods, pickled, canned, jams, jellies, etc.) without a license BUT you must first take a MDA-approved food safety training and register with the MDA.

Legal aspects of income diversification
Farm Commons
https://farmcommons.org/blog/adding-value-your-farm-products

COTTAGE FOOD LAW GUIDANCE
MN Department of Agriculture (MDA)
www.mda.state.mn.us/food-feed/cottage-food-law-guidance

The basics of marketing local food
MN Institute for Sustainable Agriculture (MSIA)
Marketing Local Food (PDF) - http://misadocuments.info/Marketing_Local_Food_complete.pdf
Value Added Processing
MN Institute for Sustainable Agriculture (MSIA)
www.misa.umn.edu/resources/local-food-sales-resources/value-added-processing

Community mentor panel:
Overcoming obstacles, reclaiming our voices in food and agriculture

Report Addressing Future of Farming in Minnesota
MN Department of Agriculture
www.mda.state.mn.us/report-addressing-future-farming-minnesota-released

40 Acre Co-op
https://fortyacrecoop.us
First (and only) Cooperative Supporting Socially Disadvantaged Farmers

Make Farmers Black Again: African Americans Fight Discrimination to Own Farmland
National Public Radio Broadcast

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Spanish: http://hdl.handle.net/11299/214860

Big River Farms
https://bigriverfarms.thefoodgroupmn.org
Big River Farms offers education in organic agriculture for farmers who have historically been underrepresented in farm ownership.

Shared Ground Farmers' Co-op
https://sharedgroundcoop.com
Shared Ground Farmers' Co-op is a marketing and distribution cooperative owned by six farms in the Twin Cities region.

Main Street Project
https://mainstreetproject.org
We're are advancing a resilient agriculture system that demonstrates the power to heal our lands, nourish our communities and prepare aspiring farmers.
Hmong American Farmers Association
www.hmongfarmers.com
Through collective farm business development, education and advocacy, we are building paths to wealth creation, not just income generation, toward a sustainable, fair food economy for all.

Somali American Farmers Association
www.facebook.com/SAFAMinnesota
We support immigrant families in Minnesota with an emphasis on Somali and African immigrants by providing regenerative, indigenous farming training and education in the importance of locally grown, organic produce.

Dream of Wild Health
https://dreamofwildhealth.org
Restoring health and well-being in the Native community by recovering knowledge of and access to healthy Indigenous foods, medicines and lifeways.

White Earth Land Recovery Project
www.welrp.org
To facilitate the recovery of the original land base of the White Earth Indian Reservation while preserving and restoring traditional practices of sound land stewardship, language fluency, community development, and strengthening our spiritual and cultural heritage.

Great Lakes Indigenous Farming Conference
www.welrp.org/indigenous-farming-conference

Soul Fire Farm
www.soullfirefarm.org
An Afro-Indigenous centered community farm committed to uprooting racism and seeding sovereignty in the food system.
Soul Fire Farm Videos
www.youtube.com/playlist?list=PLR9X2SVBYFDJnPQXceKROkAuh-xXt2_um

Southeastern African American Farmers’ Organic Network
http://saafon.org
A regional network for Black farmers committed to using ecologically sustainable practices to manage their land and the natural systems in order to grow food and raise livestock that are healthy for people and the planet.

The Federation of Southern Cooperatives
www.federation.coop
A non-profit cooperative association of black farmers, landowners, and cooperatives.
Rural Coalition/Coalición Rural
www.ruralco.org -and- www.ruralco.org/organization-members
An alliance of farmers, farm workers, indigenous, migrant, and working people from the United States, Mexico, Canada, and beyond, working together toward a new society that values unity, hope, people, and the land.

Family Farm Defenders
https://familyfarmers.org
Our mission is to create a farmer-controlled and consumer-oriented food and fiber system, based upon democratically controlled institutions that empower farmers to speak for and respect themselves in their quest for social and economic justice.

FILM - Farmers for America
https://www.leaveitbetter.com/farmers-for-america-learn-more

National Farmers Union
https://nfu.org
National Farmers Union believes that good opportunities in production agriculture are the foundation of strong farm and ranch families, and strong farm and ranch families are the basis for thriving rural communities. Vibrant rural communities, in turn, are vital to the health, security and economic well-being of our entire national economy.

Minnesota Farmers Union
www.mfu.org
MFU works to protect and enhance the economic interests and quality of life of family farmers, ranchers and rural residents.

Wisconsin Farmers Union
www.wisconsinfarmersunion.com
Wisconsin Farmers Union, a member-driven organization, is committed to enhancing the quality of life for family farmers, rural communities, and all people through educational opportunities, cooperative endeavors, and civic engagement.

Choosing the right market for you: scaling to wholesale vs. direct markets

Wholesale Success: A Farmer’s Guide to Food Safety, Postharvest Handling, Packing and Selling Produce
U of MN - MN Institute for Sustainable Agriculture (MISA)
www.misa.umn.edu/publications/cropsandsoils/wholesalesuccess

Local Foods Toolbox
Farm Answers
https://farmanswers.org/Toolbox/direct_marketing_local_foods_toolbox

New Farmers Discovery Tool
US Department of Agriculture
https://newfarmers.usda.gov
Small Farms Program - Wholesale Resources
Cornell University
https://smallfarms.cornell.edu/projects/baskets-to-pallets/wholesale-resources/

Ag Decision Maker
Iowa State University Extension and Outreach
-- Evaluating Marketing Outlets Using Whole-Farm Records
www.extension.iastate.edu/agdm/wholefarm/html/c5-32.html
-- Pricing for Profit
www.extension.iastate.edu/agdm/wholefarm/html/c1-55.html

Farm to Grocery Toolkit
U of MN - MN Institute for Sustainable Agriculture (MISA)
www.misa.umn.edu/publications/farm-grocery-toolkit
A resource for farmers and grocers to help facilitate the sale of farm-grown products to grocery stores, particularly those stores in rural Minnesota.

Farm to Institution - Compilation of resources
U of MN - MN Institute for Sustainable Agriculture (MISA)
www.misa.umn.edu/resources/local-food-sales-resources/farm-institution

The Good Acre Wholesale Program – For BUYERS of local foods
https://thegoodacre.org/wholesale

Farmers’ Guide to Business Structures
USDA Sustainable Agriculture Research and Education (SARE)
www.sare.org/resources/farmers-guide-to-business-structures

Profitable farming: keeping records and setting prices

Book – Fearless Farm Finances
Midwest Organic & Sustainable Education Services (MOSES)
https://moosesorganic.org/fearless-farm-finances/
One-of-a-kind resource is packed with instructions, tips and tools for setting up and managing a farm’s financial system.

AGRI Beginning Farmer Farm Business Management Scholarships
MN Department of Agriculture (MDA)
www.mda.state.mn.us/agri-beginning-farmer-farm-business-management-scholarships
Scholarships to eligible farmers in Minnesota to learn business management strategies that will lead to profitable and satisfying farming operations.
Farm Beginnings Class
Land Stewardship Project
https://landstewardshipproject.org/morefarmers/farmbeginningsclass
A 12-month training session that helps beginning farmers clarify their goals and strengths, establish a strong enterprise plan and start building their operation.

Financial Business Plan Template for Emerging Markets
Compeer Financial
www.compeer.com/About/Organization/Pages/Financial-Document-Templates

USDA – New Farmers: First Steps
https://newfarmers.usda.gov/first-steps
Guidance for your first visit to USDA, and a checklist of tasks and records to help ensure that you are firmly on track.

Farm Business Toolbox
Farmers Union
https://nfu.org/toolbox/
Growing conditions and production practices present demanding challenges, but those are not the only skills today’s farmer must maintain. To thrive in changing markets, farmers must also operate with a high degree of business savvy.

Video - Introducing the Farm Business Health Assessment and the Farm Business Toolbox.
www.youtube.com/watch?v=Lg2nA9XSHk4&feature=youtu.be

Beginning Farmer Institute
https://nfu.org/education/beginning-farmer-institute
National Farmers Union's Beginning Farmer Institute (BFI) is a free training programs for new producers of all ages and operation type/size. Participants attend three in-person learning sessions over the course of the year, one each in Washington, D.C., Northern California, and Nashville, Tennessee.

Financial Management
Farm Answers
https://farmanswers.org/Toolbox/farm_financial_management_toolbox

Business Planning Toolbox
Farm Answers
https://farmanswers.org/Toolbox/business_planning_toolbox
The Farm Financial Management toolbox contains tools that will make managing your finances easier and give you a better handle on the bottom line of your business.

AgPlan
University of MN
https://agplan.umn.edu/
AgPlan is an easy business plan software application that anyone can use.
Food Demonstration with HFHL

Healthy Foods, Healthy Lives Institute (HFHL)
www.hfhl.umn.edu
The mission of the HFHL Institute is to increase and sustain the University's impact in the interdisciplinary arena of food, agriculture and health by building the University’s capacity in research, learning and community engagement.

HFHL Cooking Up Culture
www.hfhl.umn.edu/cookingupculture

FILM – Gather
www.nativefoodsystems.org
This feature film tells the story about Indian resilience and the renaissance of Native food systems.

The Sioux Chef
https://sioux-chef.com
Committed to revitalizing Native American Cuisine and re-identifying North American Cuisine and reclaiming an important culinary culture long buried and often inaccessible.

The Good Acre Culinary and Vocational Culinary Training
https://thegoodacre.org/culinary-training
https://thegoodacre.org/vocational-culinary-training
Offering training on how you can leverage your staff and equipment to make serving local food a sustainable and delicious affair.

Insect and Disease Management

Great Lakes Vegetable Producer's Network Podcasts
www.glveg.net/listen
The Great Lakes Vegetable Working Group (GLWG) serves as a focal point for team building to develop, improve, maintain and expand IPM practices in the North Central region.

Resources from the University of MN Extension:

Diagnose a problem - These diagnostic tools will help you step through diagnosing a plant problem or identifying a weed or insect.
https://apps.extension.umn.edu/garden/diagnose

Diseases - The articles linked to on this page include necessary information for diagnosing and treating common diseases and infestations that can damage crops and affect economic outcomes for commercial growers.
https://extension.umn.edu/pest-management/diseases
**FruitEdge** - Timely, objective information about all aspects of fruit integrated pest management (IPM), with particular focus on insect pest management of new and emerging pests in the Midwestern U.S.

[www.fruitedge.umn.edu](http://www.fruitedge.umn.edu)

**VegEdge** - Timely, objective information about all aspects of vegetable crop integrated pest management (IPM), with particular focus on insect pest management in the Midwestern U.S.

[www.vegedge.umn.edu](http://www.vegedge.umn.edu)

Identification of Fruit and Vegetable Insects


**What’s Wrong with my Plant?**

Vegetables: [http://apps.extension.umn.edu/garden/diagnose/plant/vegetable](http://apps.extension.umn.edu/garden/diagnose/plant/vegetable)

Fruit: [http://apps.extension.umn.edu/garden/diagnose/plant/fruit](http://apps.extension.umn.edu/garden/diagnose/plant/fruit)

**Plant Diseases Identification**

Vegetables: [extension.umn.edu/solve-problem/plant-diseases#vegetable-diseases-219110](http://extension.umn.edu/solve-problem/plant-diseases#vegetable-diseases-219110)

Fruit: [extension.umn.edu/solve-problem/plant-diseases#fruit-diseases-1872362](http://extension.umn.edu/solve-problem/plant-diseases#fruit-diseases-1872362)

**What’s Killing My Kale Podcasts**

[www.vegedge.umn.edu/resources/kalepodcast](http://www.vegedge.umn.edu/resources/kalepodcast)

Extension educators Annie Klodd and Natalie Hoidal present research-based solutions to pest issues affecting fruit and vegetable crops.

**INDEX of INSECT PESTS & DISEASES – MN Department of Agriculture**

[www.mda.state.mn.us/plant-pests-diseases-index](http://www.mda.state.mn.us/plant-pests-diseases-index)

### Panel: challenges and opportunities for accessing land

**Farmland Access Navigators**

Renewing the Countryside

[www.renewingthecountryside.org/farmlandaccessnavigators](http://www.renewingthecountryside.org/farmlandaccessnavigators)

[www.renewingthecountryside.org/farmlandaccess](http://www.renewingthecountryside.org/farmlandaccess)

The Farmland Access Navigators are trained to guide beginning farmers through the process of finding property and securing land tenure.

**Land Access**

Young Farmers Coalition

[www.youngfarmers.org/landaccess/](http://www.youngfarmers.org/landaccess/)


Finding secure access to land is the number one barrier preventing a generation of growers from entering the field. Land is also at the root of racial equity, food sovereignty, economic prosperity, public health, and the climate crisis.
Beginning Farmer Tax Credit
MN Department of Agriculture
www.mda.state.mn.us/bftc
The MN Beginning Farmer Tax Credit provides tax credits for the rent or sale of farm land or a variety of farm assets to beginning farmers. This includes incentives for the sale of farm land.

FarmLink
MN Department of Agriculture
www2.mda.state.mn.us/webapp/props4sale
A listing of MN farm properties that are for sale, rent and/or farmers who are interested in providing opportunities to a beginning farmer by transitioning a farm with no current heir.

Farm Transition Tools
Land Stewardship Project
https://landstewardshipproject.org/morefarmers/farmtransitiontools
Farm Transitions Toolkit: http://landstewardshipproject.org/morefarmers/farmtransitionstoolkit

Farmers Seeking Land Clearing House
Land Stewardship Project
https://landstewardshipproject.org/morefarmers/seekingfarmersseekinglandclearinghouse
Simple application forms available for people seeking farmland or farmers.

Land Link Up
Midwest Organic & Sustainable Education Services (MOSES)
https://mosesorganic.org/farming/land-link-up/
Free online service to connect farmers who are looking for land with available farmland.

Agrarian Trust
https://agrariantrust.org
Developing community-held land and agrarian property that supports sustainable food production, ecological stewardship, community vitality, and equitable land access for the next generation of farmers and ranchers.

Agrarian Commons
https://agrariantrust.org/agrariancommons
Agrarian Trust co-creates local Agrarian Commons through establishing 501(c)(2) and 501(c)(25) land-holding entities to support land access and tenure for the next generation of farmers.

Iroquois Valley
https://iroquoisvalley.com
An Organic Farmland Real Estate Investment Trust that works with mission-driven investors to provide organic and regenerative farmers land security through long-term leases and mortgages. Our REIT is incorporated as a Public Benefit Corporation & B Corp.
Farm Transition Planning Toolbox
Farm Answers
https://farmanswers.org/Toolbox/farm_transition_planning_toolbox

Farmland Access Toolbox
Farm Answers
https://farmanswers.org/Toolbox/farmland_access_toolbox

New Farmers: Farmers Seeking Land
USDA
https://newfarmers.usda.gov/farmers-seeking-land

Farm Transitions Discussion Group
MN Institute for Sustainable Agriculture (MISA)
www.misa.umn.edu/ask-misa/discussion-groups/farm-transitions-discussion-group

Generational Farm Transfer Resources
Practical Farmers of Iowa
https://practicalfarmers.org/programs/farm-transfer/

Book – The Future of Family Farms. Practical Farmers' Legacy Letter Project
www.uipress.uiowa.edu/books/9781609384531/the-future-of-family-farms