

Incubator Farm Information 2024



Murakaza neza

أهلاً و سهلاً

स्वागतम्

ကြိုဆိုပါတယ်

Bienvenue

Welcome

سلام

Karibuni



Staff Support



We can help.



Firmin



- Farmer support
- Interpretation

Kirundi

Habari

Français

515-864-9250

Jennie



- Farmer support
- Production
- Machinery
- Supplies



515-499-5136

Juan



- Record keeping
- Business plans
- Goal setting



515-290-2495

Meredith



- CSA



515-371-3267

Natalie



- Farmers Market



641-525-0983

San



- Farmer support
- Learn something new
- Learn english



515-420-6796

Tika



- Farmer support
- Interpretation



515-313-3241

Zac



- Problems or concerns.
- Farm decisions.



515-608-3599



Farmer Questions



Farm



- Seed and supply
- Greenhouse
- BCS
- Tractor
- Mower
- Weed Whacker
- Pest Management
- Drip Irrigation
- Cover Crops
- Row Cover
- Weed Fabric
- Storage



Jennie

515-499-5136



San

515-422-6796

Business



- Goal Setting
 - Record keeping
 - Business planning
 - Legal resiliency
 - Financial coaching
 - Credit counseling
 - Marketing
 - Savings Match
- Programs(IDA and SIP)



Juan

515-290-2495

Market

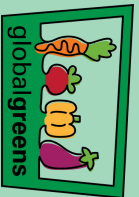


- Food Safety
- Produce Quality
- Packaging
- Technology
- Branding

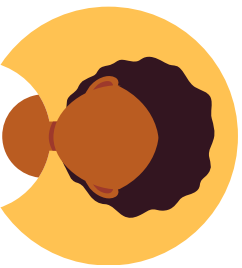


Natalie

641-525-0983



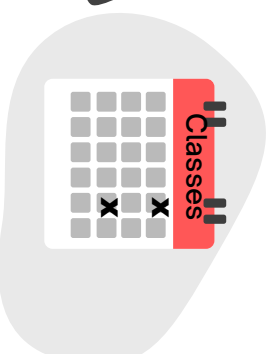
Pathway to Independent Farming



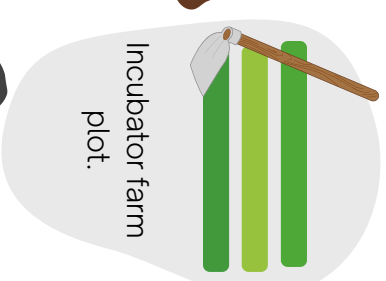
I want to farm!



Go to orientation.



Farm Business training classes.

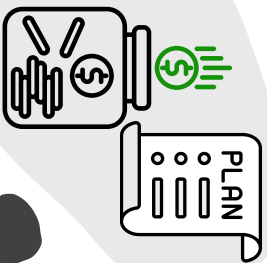


Incubator farm plot.

Let's make a plan.



Case management and technical assistance

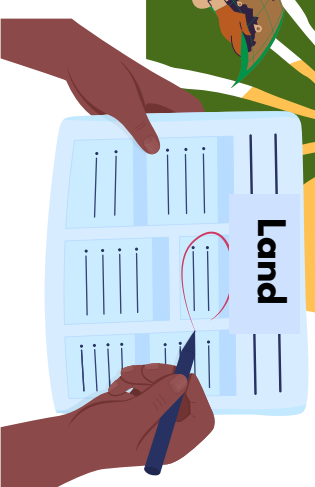


Savings Incentive Program.

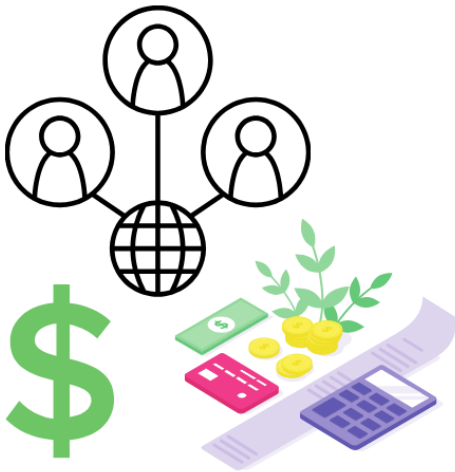


Food hub and markets access.

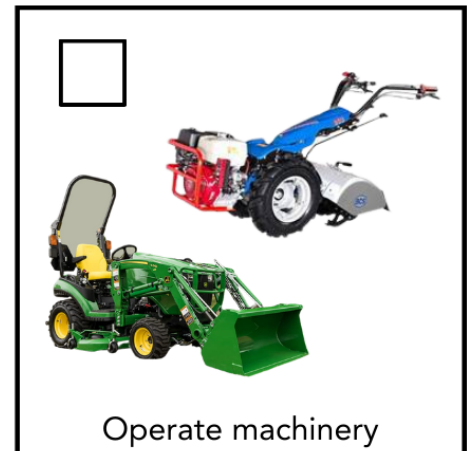
Land navigation and independent operation.



Farm Business Checklist



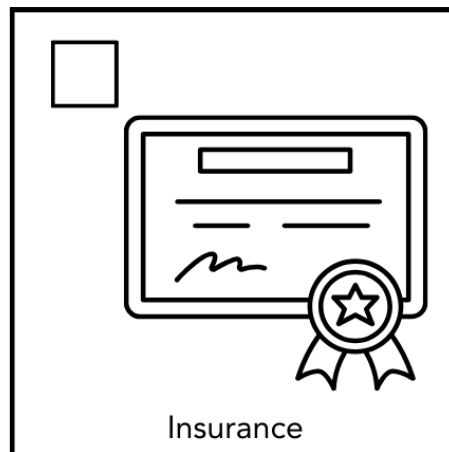
Sustainable farm practices



Operate machinery



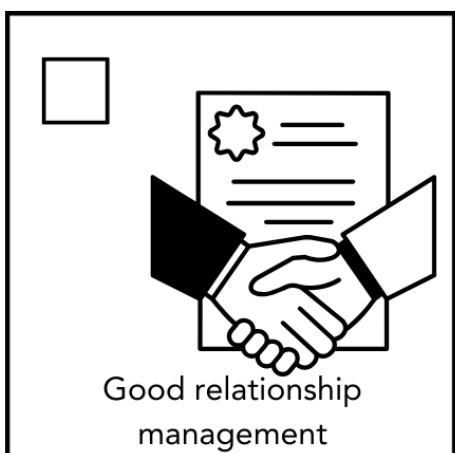
Food safety plan



Insurance



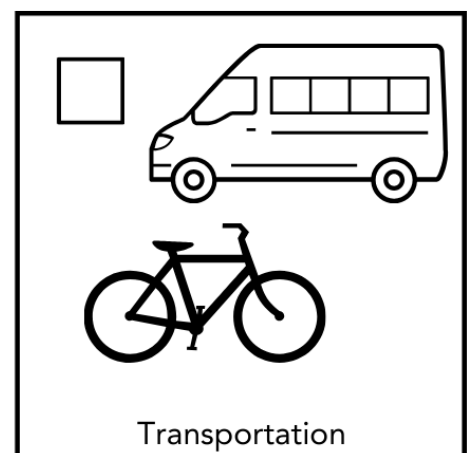
Financial and budget plan.



Good relationship
management



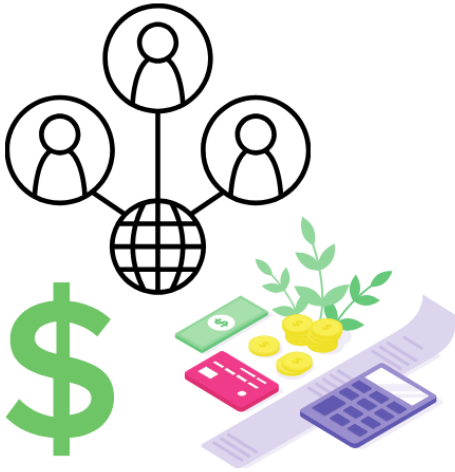
Access to resources, land,
water and buildings.



Transportation

Farm Business Checklist

Review



What are 3 **sustainable farm practices** you use on your farm?

☐
☐
☐

What **machinery** do you use on your farm?

☐
☐
☐

What are 3 of your **food safety practices** on your farm?

☐
☐
☐

What are 3 reasons to have **insurance**?

☐
☐
☐

What are 3 reasons to have a **financial and budget plan**?

☐
☐
☐

What are 3 **relationships** you have at your farm?

☐
☐
☐

Why is it important to have **access to resources, buildings land and water**?

☐
☐
☐

Why is **transportation** important?

☐
☐
☐

Farm Business Checklist



Production Management

- ☐ I can **use and fix my equipment**.
- ☐ I have a **wash station and pack shed**.
- ☐ I can make **healthy soil**.
- ☐ I can grow **cover crops**.
- ☐ I can get **compost and manure**.
- ☐ I can use **water responsibly**.
- ☐ I have a **crop plan** that reflects my market plan.
- ☐ I have a **pest management** plan.
- ☐ I have an **irrigation** plan.
- ☐ I have a **greenhouse**. I know where to go to start seedlings..
- ☐ I have a **food safety** plan.
- ☐ I use **cold chain storage**.



Markets Management

- ☐ I have a **market plan** that reflects my crop plan.
- ☐ I grow lots of **different crops**.
- ☐ I sell at **more than one market**.
- ☐ I follow **food safety rules** at the market.
- ☐ I grow **consistent and quality produce**.

Farm Business Checklist



Financial Management

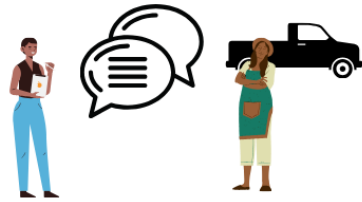
- ☐ I keep my **home finances separate from business finances**.
- ☐ I have **money for machinery and buildings**.
- ☐ I have **money to rent or own land**.
- ☐ I have **3 years of income records**.
- ☐ I have a **budget plan** for the next 1 year.
- ☐ I know how much money I expect to spend **next year**.
- ☐ I have a **capital investment plan**.
- ☐ I know **what I need to buy**.
- ☐ I know **when I need to buy it**.
- ☐ I know **how to buy it**.



Risk Management

- ☐ I have a plan if **my farm is damaged** from weather, accidents, or mistakes.
- ☐ I have a **signed written lease** for the land I am farming on.
- ☐ I know the **zoning laws** of my farm.
- ☐ I have **insurance** for people, machinery, ~~land~~, and crops.
- ☐ I have an **accounting system** to keep my money organized.
- ☐ I know **labor laws** and have a plan to follow them.
- ☐ I have an **emergency financial plan**.
- ☐ I know how to **use and take care** of my machinery.

Farm Business Checklist



Life Skills

- o I have **healthy communication** with family, farm partners and land owners.
- o I have **English language skills** or I know someone who can help me.
- o I can use a **computer**.
- o I can write and respond to **emails**.
- o I can use my cell phone to **text message**.
- o I can **manage relationships** with other people.
- o I can **be on time** to meetings.
- o I can have **good communication** when I am stressed.
- o I can **communicate my needs**.
- o I have **reliable transportation**.
- o I can **manage my time**.
- o I have **enough time to farm**.
- o I know how to **plan ahead**.
- o I know how to **schedule appointments**.
- o I know **what I need to do** on my farm and **when I need to do it**.



Resource Access

- o I can **buy seeds and supplies**.
- o I can buy **parts for my machinery**.
- o I know where to go to **repair my machinery**.
- o I know where to go when I have **questions about production**.
- o I know where to go when I have **legal questions**.
- o I know where to go when I have **questions about accounting**.
- o I know where to go when I have **questions about finances**.



Incubator Farm Goals

Level

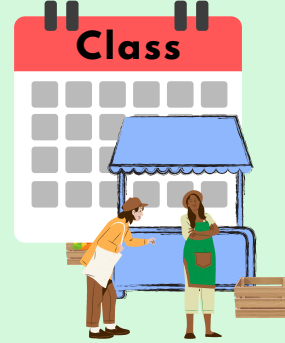
Farm

Business

Markets

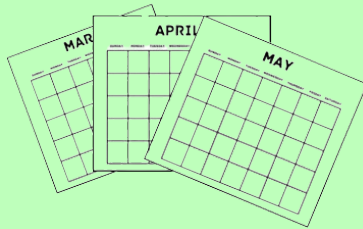
1

- Go to classes.
- Learn sustainable farm practices
- Build farm relationships.
- Set goals.
- Start to sell produce.



2

- Go to classes.
- Independent crop plan.
- Demonstrate record keeping.
- Sell at CSA.



3

- Go to classes.
- Independent seed and supply order.
- Independent equipment use.
- Make a business plan.
- At least 3 markets.



4

- Go to classes.
- Look for land.
- Make a farm plan.
- 3 years of records.
- Save \$5,000-10,000.
- \$7,000 gross income.





50 feet



**Level
1**

Requirements

- ☐ Pay fees.
- ☐ Follow rules of lease/program.
- ☐ Attend all required classes.
- ☐ Maintain inside and around plot .
- ☐ Basic understanding of sustainable farm practices and conservation.
- ☐ Demonstrate record keeping.
- ☐ Make SMART Goals: 1 production goal, 1 market goal and 1 business goal.
- ☐ Make a budget for next year.
- ☐ Start saving money.
- ☐ Sell produce and break even.
- ☐ Learn about local and government services for land, resource, and market access.
- ☐ Attend orientation.
- ☐ Attend mid-season evaluation.
- ☐ Attend end-of-season evaluation.

20-30 **hours per week**
\$1,000 **gross income**



Classes

- ☐ Introduction to Sustainable Farm Practices.
- ☐ Greenhouse Management 1.
- ☐ Pest Management 1.
- ☐ Growing vegetables in Iowa.
- ☐ Record Keeping 1. Income and Expense Tracking.
- ☐ Goal Setting 1. SMART Goals.
- ☐ Introduction to Farmers Market.
- ☐ Food Safety Basics.

Skills with Staff assistance

- ☐ Ordering seeds and supplies.
- ☐ Greenhouse planting.
- ☐ Install row cover and drip tape.
- ☐ Machinery basic operations and safety.
- ☐ Plant cover crops.
- ☐ Demonstrate ability to sell produce.
- ☐ WIC and FMNP Certification to accept Food Stamps.



Level 2

Requirements

- ☐ Pay fees.
- ☐ Follow rules of lease/program.
- ☐ Attend all required classes.
- ☐ Maintain inside and around plot.
- ☐ Basic understanding of sustainable farm practices and conservation.
- ☐ Demonstrate record keeping.
- ☐ Make SMART Goals. 1 production, 1 market and 1 business.
- ☐ Make a budget plan for next year.
- ☐ Start saving money.
- ☐ Sell produce and break even.
- ☐ Learn about local and government services for land, resource, and market access.
- ☐ Attend orientation.
- ☐ Attend mid-season evaluation.
- ☐ Attend end-of-season evaluation.

20-30 hours per week
\$3,000 gross income



Classes

- ☐ Soil health and cover crops.
- ☐ Greenhouse Management 1.
- ☐ Pest Management 2.
- ☐ Record Keeping 2. Budgeting.
- ☐ Goal Setting 2.
- ☐ Crop Planning for CSA Orders.
- ☐ Introduction to CSA and Wholesale.
- ☐ Food Safety Refresher.

Skills with Staff assistance

- ☐ Ordering seeds and supplies.
- ☐ Greenhouse planting.
- ☐ Install row cover and drip tape.
- ☐ Machinery basic operations and safety.
- ☐ Plant cover crops.
- ☐ Demonstrate ability to sell produce.
- ☐ WIC and FMNP Certification to accept Food Stamps.
- ☐ Apply for SIP through Practical Farmers of Iowa



50 feet

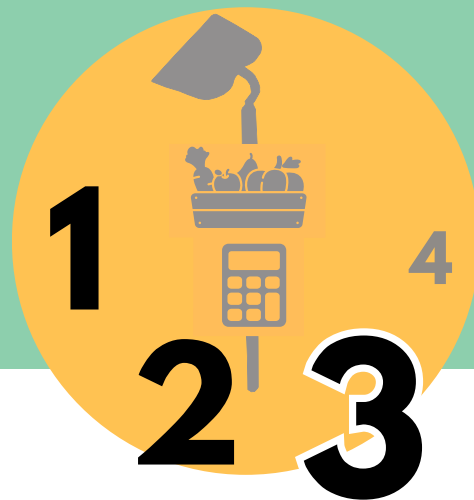
200 feet

**Level
3**

Requirements

- ☐ Pay fees.
- ☐ Follow rules of lease/program.
- ☐ Attend all required classes.
- ☐ Independent seed and supply order.
- ☐ Ability to operate machinery.
- ☐ 3 Local Farm visits and conferences per year.
- ☐ 3 years of record keeping.
- ☐ Use SMART goals to create a business plan.
- ☐ Create an investment plan.
- ☐ Save \$5000-10000 (to hopefully get matched).
- ☐ \$5000/year on 1/4 acre gross income goal.
- ☐ At least 3 market outlets.
- ☐ Attend orientation, mid-season and end-of-season evaluations.
- ☐ **Make a business plan.**

20 to 30 **hours per week**
\$5,000 **gross income**



Classes

- ☐ Land Access Storytelling.
- ☐ Greenhouse Management 2.
- ☐ Pest Management.
- ☐ CSA Markets Recap.
- ☐ Goal Setting 2. Reviewing Your Goals.
- ☐ Food Safety Refresher.

Skills

- ☐ Skill Levels 1 and 2
- ☐ Apply for SIP, IDA and SBA.
- ☐ Ability to communicate with potential land owners.
- ☐ Apply for SIP through Practical Farmers of Iowa





50 feet



**Level
4**

Requirements

- ☐ Pay fees.
- ☐ Follow rules of lease/program.
- ☐ Attend all required classes.
- ☐ Independent seed and supply order.
- ☐ Ability to operate machinery.
- ☐ 3 Local Farm visits and conferences per year.
- ☐ 3 years of record keeping.
- ☐ Use SMART goals to create a business plan.
- ☐ Create an investment plan.
- ☐ Save \$5000-10000 (to hopefully get matched).
- ☐ \$5000/year on 1/4 acre gross income goal.
- ☐ At least 3 market outlets.
- ☐ Attend orientation, mid-season and end-of-season evaluations.
- ☐ **Budget, business , and investment plans completed.**
- ☐ **Apply to In Harmony and make “asks” of land owners.**

20-30 **hours per week**
\$7,000 **gross income**



Classes

- ☐ Land Access Storytelling.
- ☐ Greenhouse Management 2.
- ☐ Pest Management.
- ☐ Goal Setting 3. Planning for the Future.
- ☐ CSA Markets Recap.
- ☐ Food Safety Refresher.

Skills

- ☐ Skill Levels 1, 2 and 3
- ☐ Apply for SIP, IDA and SBA.
- ☐ Ability to communicate with potential land owners.
- ☐ WIC and FMNP Certification.



Graduate Market Farmer

Off-Site

Requirements

- ☐ Personal equipment: BCS, tiller, mower, delivery vehicle and cold storage.
- ☐ You buy your own seed, supply, tools and equipment.
- ☐ You have your own system to pay yourself, your employees, taxes, and insurance.
- ☐ Your finances are organized.
- ☐ Operates farm and markets independently.
- ☐ You have a budget plan to save money for land and infrastructure purchases.
- ☐ Option to be a mentor for Beginning and Advanced Market Farmers.

Access to:



English Language Classes.
Business Support.
Land Access Support.



Global Greens Farmers Market.
Global Greens CSA.

Graduate Market Farmer



Classes

- ☐ Greenhouse Management.
- ☐ Seed and Supply Ordering.

Access to:



English Language Classes.
Business Support.
Land Access Support.



Global Greens Farmers Market.
Global Greens CSA.



Farmer Resources



Name



What



Phone and Address

LAND		In Harmony Farm	2-5 acres. Vegetable and Livestock. Requires business plan and records.	Sam Applegate 515-512-2878 manager@inharmonyfarm.org
		Iowa Natural Heritage Foundation	Land Trust	Andrea Boulton 515-288-1846, ext. 27 aboulton@inhf.org
		Land for Good	Land access education	info@landforgood.org 603-357-1600
		Land Stewardship Project	Farm education	Annelie@landstewardshipproject.org 612-217-0553
		People's Company	Buys and sells farmland Runs farmland auctions	https://peoplescompany.com/contact 515.222.1347
		PFI Land Navigators	Helps you find land Requires application.	Greg Padget 515-232-5661 greg.padget@practicalfarmers.org
		Renewing the Countryside	Financial and technical resources. Land tenure.	info@rtcinfo.org (507) 291-3663
		SILT - Sustainable Iowa Land Trust	Land owner. Resources to make land more affordable.	Zachary Cassidy (319) 800-8108 zach@silt.org
		Your Realtor	Helps you find land.	
SUPPLY		Fleck Trucking	Gravel delivery. Dumpster delivery.	Larry 515-250-1515
		Sweet Tooth Farm	Tilling. Compost hauling.	Monika Owczarski 515-635-5770 www.sweettoothfarm.net/pages/contact
		Land Matters	Compost.	Drew Mayfield 515-661-4595 www.whylanmatters.com/contact
		Roll-offs of Des Moines	Free horse manure.	515-264-8868 or 402-657-8584 (driver)
		Metro Waste Authority	Compost pickup and delivery.	12181 NE University Ave. Mitchellville, IA 515-967-2076
		Des Moines Feed and Nature Center	Farm supplies, non-gmo seeds, containers.	2019 Hubbell Ave, Des Moines, IA (515) 262-0154



Farmer Resources



Name



What



Phone and Address

KITCHENS



Mickle Center

Commercial kitchen rental.

1620 Pleasant St, Des Moines, IA
(515) 288-0715

Kitchen Spaces

Commercial kitchen rental.

1139 24th St, Des Moines, IA
(515) 306-4719

Iowa State Extension

Value Added Education

contactFFED@iastate.edu
515-294-3086

QUESTIONS



Iowa State Food Safety Team

Technical assistance, resources and education

Shannon Coleman | 515-294-9011
scoleman@iastate.edu

Iowa State Diagnostics Clinic

Pest and disease technical assistance.

pidc@iastate.edu
515-294-0581

Midwest Labs

Soil test

<https://midwestlabs.com/>
(402) 334-7770

Ward Labs

Soil test
Send samples

PO Box 788, 4007 Cherry Ave.
Kearney, NE 68848-0788

Practical Farmers of Iowa

Field days, conferences, research opportunities

Greg Padget
greg.padget@practicalfarmers.org

Iowa State Extension

Technical questions

Dan Filius | 319--551-7200
filius@iastate.edu

Rodale Institute

Technical questions

Linda Sturm-Flores | 319.382.2476
midwest@rodaleinstitute.org

MARKETS



Farmers Market

See *Markets Resource*

Downtown Farmers Market

Saturday morning market May-October

Megan Renkel | 515-286-4928
mrenkel@downtowndsmusa.com

Farm Table Delivery

Wholesale distributor

1806 Industrial Parkway, Harlan, IA
712-733-8441

Iowa Food Coop

Online farmers market

4944 Franklin Ave Suite G, Des Moines
515- 978-1034

Cultivate: Local Food Connections

Online Market Accessibility

Hilary Burbank | 515-210-4866
hilary@iowafoodfoundation.org



Farmer Resources



Name



What



Phone and Address

LEGAL



Farm Commons	Legal education Need to be a member to attend classes. LSI can help cover the fee and provide resources	https://farmcommons.org/ (218) 302-4030
Drake Ag Law Center	Assistance for legal issues.	Neil Hamilton neil.hamilton@drake.edu 515-271-2065
Drake Entrepreneurial Transactional Clinic	Assistance for legal issues.	Nick Roby nick.robby@drake.edu 515-271-1808
Sustainable Economies Law Center	Land legal questions Radical land ownership law	communications@theSELC.org 510- 398-6219

INSURANCE



Midwest Heritage L&K Insurance	Insurance provider	Multiple locations in Des Moines 515- 278-6541
Farm Bureau	Insurance provider	Multiple locations in Des Moines 515-401-5156
Next Insurance	Online for Farmer's Market Liability	317 6th Ave Suite 1100 800-626-5317

FINANCIAL



Farm Service Agency	Farm loans - microloans, loans to buy land	10500 Buena Vista Ct, Des Moines or 1513 N Ankeny Blvd, Ankeny, 515-254-1540 or 515-964-4295
NRCS	Cost-share for high tunnels and conservation programs	1513 N Ankeny Blvd. Ste. 3, Ankeny, IA 515-964-1883 ext. 3
Soil and Water Conservation Districts	Programs for polk county land owners	https://www.polk-swcd.org/ (515) 284-4663
Rural Development	Programs to help build out your farm if you live in the country	The Neal Smith Federal Building, 210 Walnut St # 873, Des Moines (515) 284-4663



Farmer Resources



Name



What



Phone and Address

INSURANCE



PFI's Savings Incentive Program SIP

Savings Match Program

Greg Padget | 515-232-5661
greg.padget@practicalfarmers.org

LSI's IDA Program

Savings Match Program

Duaa Radhi
319-252-0341

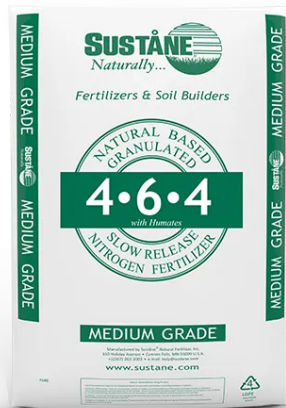
LSI's SBA Loan Program

Community Navigator support

Juan Lourido Castaneda
515-290-2495



Yes,
you **can** use these





No,
you **cannot** use these

