

**PATHWAYS TO A CAREER IN FARMING**

***Northeast Regional Guide  
to Incubator Farms***

Produced by the National Incubator Farm Training Initiative,  
New Entry Sustainable Farming Project

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



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## Introduction

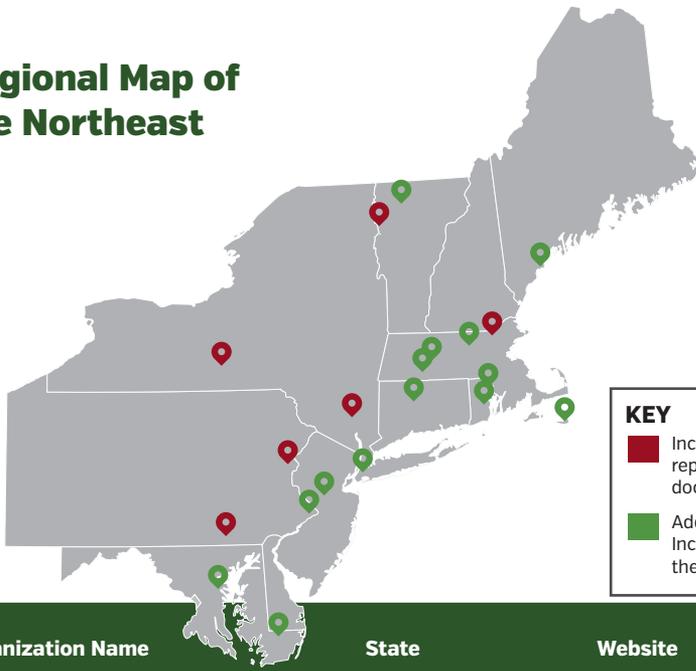
A farm incubator project is a land-based multi-grower project that provides training and technical assistance to aspiring and beginning farmers. Like traditional business incubators, farm incubator projects aim to help new and beginning farm entrepreneurs establish their own successful businesses by providing specific resources and services that are difficult for start-up entrepreneurs to access on their own. The types of resources and services offered by farm incubator projects vary depending on geographic area, demographics, funding, and other factors. However, the overall goal of farm incubator projects is consistent: to minimize the barriers to entry for aspiring and beginning farmers.

This guide is intended to introduce prospective farmers who are ready to begin managing their own farm business to the diversity of options available to them in the Northeast. For more information on the projects featured in this guide, feel free to contact the programs directly. A map of all the established and developing incubator farm sites in the United States is available at [nesfp.org/nifti](http://nesfp.org/nifti). For additional information about incubator farm projects, email:

Brianna.bowman@tufts.edu.



# Regional Map of the Northeast



**KEY**

- Incubator guides represented in document
- Additional Incubator farms in the Northeast

Organization Name	State	Website
Community Farm of Simsbury Inc.	CT	<a href="http://giftsoflovect.org/community-farm-of-simsbury">giftsoflovect.org/community-farm-of-simsbury</a>
Nuestras Raices	MA	<a href="http://nuestras-raices.org/en">nuestras-raices.org/en</a>
Flats Mentor Farm	MA	<a href="http://worldfarmers.org/flats-mentor-farm">worldfarmers.org/flats-mentor-farm</a>
Grow Food Northampton	MA	<a href="http://growfoodnorthampton.com">growfoodnorthampton.com</a>
Sustainable Nantucket	MA	<a href="http://sustainablenantucket.org">sustainablenantucket.org</a>
New Entry Sustainable Farming Project	MA	<a href="http://nesfp.org">nesfp.org</a>
Cultivating Community	ME	<a href="http://cultivatingcommunity.org">cultivatingcommunity.org</a>
NOFA NJ	NJ	<a href="http://nofanj.org">nofanj.org</a>
Glynwood Center	NY	<a href="http://glynwood.org/farm-business-incubator">glynwood.org/farm-business-incubator</a>
Hilltop Hanover Farm	NY	<a href="http://hilltophanoverfarm.org">hilltophanoverfarm.org</a>
Groundswell Center for Local Food & Farming	NY	<a href="http://groundswellcenter.org">groundswellcenter.org</a>
The Seed Farm	PA	<a href="http://theseedfarm.org">theseedfarm.org</a>
Horn Farm Center	PA	<a href="http://hornfarmcenter.org">hornfarmcenter.org</a>
Refugee Urban Agriculture Initiative	PA	<a href="http://nscfarming.wordpress.com">nscfarming.wordpress.com</a>
Southside Community Land Trust	RI	<a href="http://southsideclt.org">southsideclt.org</a>
Prospect Rock Permaculture Willow Crossing Farm	VT	<a href="http://prospectrockpermaculture.wordpress.com/about">prospectrockpermaculture.wordpress.com/about</a>
Intervale Center	VT	<a href="http://intervale.org">intervale.org</a>

## Hudson Valley Farm Business Incubator

362 Glynwood Rd, Cold Spring, NY  
(845) 265-3338

Facebook.com/glynwoodorg

### Application Timeline:

Please visit the webpage to verify the most current application timeline.

Application and letter of intent due December

Upon first round acceptance, financial template and business questionnaire due December

Finalists notified in January

In-person interviews in February

Participants notified in late February

Participants move to area in April

Program begins in May

### Program Cost

#### Annual Participation Fees:

- **Farmland, housing & training:** \$5,000
- **Farmland, training (living off site):** \$2,500
- **Training only (farming and living off site):** \$1000 per farm

### Program Logistics

The 3.5 year program spans four farming seasons and is designed to give participants an advantage as they develop and launch their farm businesses. The program begins with a non-farming, workshop-intensive first year focused on business, financial, and practical skills, while undertaking on-site infrastructure prep for the coming seasons. Topics covered in Year 1 include strategic planning, operations, market research, business planning, management strategies, working with processors, marketing, pricing, basic finance, financial planning, inventory tracking, rotational grazing, tractor training, small engine maintenance, soil health and more. In addition to learning as a group, each farm business will also get one-on-one mentoring and technical assistance (TA) throughout the year.

The Incubator has an emphasis on livestock production but accepts applicants for mixed/diverse enterprises. Most of the property is best suited for grazing livestock, specifically small ruminants, poultry and pork. HVFBI also accepts applicants for new vegetable or livestock operations that do not need access to land, and those who own or operate existing farms who will not be on-site at the New Paltz property. Off-site participants are required to commute to the Incubator for trainings, workshops and courses, most of which occur during the first year, and



**Glynwood's  
Hudson Valley  
Farm Business  
Incubator  
(HVFBI) is an  
ideal stepping  
stone for farmers  
ready to build**

their own farm enterprises. The incubator offers access to low-cost land, equipment, infrastructure and housing. By working one-on-one with farmers on business and financial planning, technical skills and eventual land tenure transition, Glynwood's HVFBI is taking a longer view on supporting a new generation of farmers in the region, and equipping its participants with the tools and guidance to get there.

HVFBI will work with farmers to find suitable methods for field visits. HVFBI also encourages applications for businesses looking to develop value-added products using sustainably raised vegetables and/or livestock.

In Year 2, with a year of planning under their belts, participants launch their farm businesses while attending a handful of training workshops and continuing to receive ongoing TA from staff and instructors. During their second full farming season in Year 3, as they grow their market and community engagement, HVFBI farmers continue to have access to TA if they need it and are welcomed to any workshops offered. With a goal of transitioning to long-term land in late spring after Year 4 of the program, participants focus on developing and strengthening strategic connections and relationship building in concert with their growing farm businesses. HVFBI staff and instructors are still available to participants or ongoing TA as needed through a transition to new land in late fall.

## *Description of Organization*

Glynwood is an agricultural nonprofit organization based in Cold Spring, New York. Through our regional programs for food and farming professionals and local events, we work to advance regenerative agriculture that benefits the natural environment, energizes local economies, enhances human health and strengthens rural communities.

Guided by the highest standards of ecosystem, soil, animal and community well-being, Glynwood serves as a teaching venue for aspiring farmers and a testbed for regenerative farming practices. With considerations to realistic economic viability, we are training the next generation of agricultural entrepreneurs.

Our Regional Food program implements collaborative projects with food and farming professionals that are designed to enhance our region's agricultural viability and unique identity, including the Cider Project, Kitchen Cultivars and the Hudson Valley CSA Coalition.

We offer a variety of Community Events that are designed to broaden the discussion about sustainable farming and the Hudson Valley's regional food system.

The healthy food our farm crew produces is sold direct to consumers through our CSA, Farm Store and online market, and we identify and facilitate complementary market opportunities for our Farm Business Incubator participants.



### *Ideal candidate description*

The ideal candidate is a farmer with a minimum of two years of farming experience and a demonstrated commitment to sustainable agriculture.

### *Expected Outcomes*

Participants will improve their business, marketing and financial skills through participation in the curriculum, workshops and one-on-one technical assistance.

Participants will launch and/or improve their businesses, while increasing their practical skills knowledge and use of resilient and regenerative land stewardship practices.

Participants will be well-rounded thinkers and leaders who see business and financial acumen, positive collaboration and communication, civic engagement and community involvement as equally important aspects of their farming operations.

Participants will fledge new businesses onto regional farmland and build an alumni network of regional farmers that are operating viable farm businesses.

### *Questions to consider before applying*

- Do you intend to be a career farmer who will stay in the area?
- Does your agricultural background demonstrate that you are ready for operational management of a farm?
- Are you comfortable engaging with multiple stakeholder types - partners, colleague farmers, general public, organizational staff, administration and Board?



## Groundswell Center for Local Food & Farming

225 S Fulton St, Ithaca, NY 14851  
(607) 319-5095

### Application Timeline:

The application deadline is rolling. The first step is to visit the farm and speak with the Incubator Program Manager.

**Acreage:** 5.5 acres

### Program Cost

**Time involved:** 4 years

**Annual Participation Fee:** \$190 / ¼ acre (tuition assistance available)

**Annual Equipment Fee:** \$100 / person

**Service Fees:** depends on usage (for Cooler, for Hoophouse, Tractor Services, etc)

### Program Logistics

The Groundswell Center's incubator program runs for four years.

The incubator currently hosts 8 quarter acre plots and a hoop house, with plans to open another 10 quarter acre plots on three acres.

Groundswell offers a 5.5 acre farm site with deer fencing and municipal water and irrigation to the farmer fields.

Farmers have access to:

- Wash station
- Tools
- Tractor with rotary plowing or tilling
- Large tractor services
- Farm tours at local farms with farming educators
- Equipment
- Irrigation workshops
- Basic skill building topics
- Basic business/mentorship services
- Limited crop planning
- Season evaluation
- Marketing technical assistance

### Description of organization

Groundswell is located in the Finger Lakes region, home to many agricultural operations, wineries and higher education institutions where there is significant interest in local food. The city of Ithaca, is known as the home of Ithaca College and Cornell University and is also seen as a center for local agriculture.

Groundswell is a place for new Americans to come and develop their production and business skills and to expand to farm scale production. Their priority is not that every farmer sells every bit of their product, but is more focused on developing skills to expand food production. Most new Americans are focused on subsistence production to feed their families and communities, not exclusively on commercial business development. By allowing this flexibility, Groundswell is growing a community of farmers that are not just gardening, but are growing for farm scale production.

Groundswell's programs include an incubator farm, farmer training and community programs. The incubator farm is intended primarily for the benefit of new Americans, though others may apply, and allows them to develop their production and business skills and to expand to farm scale production. By allowing flexibility in outcomes (not every farmer is expected to sell their entire product) and focusing on skill development and subsistence production rather than solely on commercial business development, Groundswell is training farmers that are able to practice farm scale production in service of their families and community.

### *Ideal candidate description*

The ideal candidate is a new American looking to re-establish their connection with agriculture and to develop their skills and knowledge in the northeast, with aspirations to farm for the long-term.

### *Expected Outcomes*

Participants will develop knowledge of agriculture specific to northeastern United States and knowledge of the infrastructure and equipment to produce on farm scale.

Participants will have familiarity and comfort with local and regional markets and a sense of how to operate according to their desired farming enterprise.

### *Questions to consider before applying*

- Are you comfortable with a recruitment process that takes place verbally?
- Where are you in your life? Are your basic needs being met by your current lifestyle? Are you in a financial position to take on risk?
- Do you have reliable access to the internet?
- Is your English level adequate to participate in markets with English speakers? Have you taken an ESL class?
- Do you currently have refugee status?
- Do you have experience in and commitment to agriculture as a professional pursuit?



## Intervale Center

180 Intervale Rd, Burlington, VT 05401  
[802] 660-0440

### Application Timeline:

**Apr 1** Available land document is shared which includes parcels for lease for the following season.

**May 31** Farms Program applications due

**July 1** Farms Program announces requests for business plans from applicants.

**Oct 1** Farms Program business plans due

**Nov** Applicants meet with current farmers

**Nov 15** Farms program announces new incubators

**Jan 1** Leases begin

**Acreege:** 350 managed acres. Currently leasing about 120 acres to 10 farm businesses.

### Program Cost

**Time involved:** 1 to 5 years

#### Leases

- **Land lease:** \$160 per acre (annual flat fee)
- **Wash station access:** \$160 year
- **Land Management Fee:** \$600 farm
- **Water access:** \$214 year
- **Cooler Storage (pallet):** \$248 year

### Program Logistics

#### Leases

- Tenants lease land from the Intervale Center 1 year at a time for up to 5 years. Intervale's land is some of the best soil for growing vegetables in the state of Vermont. It is easy to work with and drains quickly with access to irrigation.
- Smallest lease is for 1 acre.
- Lease sizes depend on what fields are available.
- Irrigation is provided to the edge of the field or from the river.

#### Shared Facilities

- In addition to land, farmers can rent cooler space, greenhouse space, wash station access, dry storage space, space to put up a hoop house, tractors, and implements.

#### Program Structure

- Each year, all farmer tenants must report data about their previous season such as gross sales, employees, pests, etc. in an annual Farm Report.
- Incubators are also asked to complete a self-evaluation each season and submit an updated business plan and financials.
- Incubators must be effective communicators



The mission of the Intervale Center is to strengthen community food systems.

Since 1988, the Intervale Center has been dedicated to improving farm viability, promoting sustainable land use and engaging their community in the food system. The Intervale Center is helping to build a community food system that honors producers, values good food and enhances quality of life for Burlington and beyond!

and good members of the farm community.

- In year 3, Intervale Center staff will begin discussing a transition plan with incubator tenants.

### *Description of Organization*

The Intervale Center manages 350 acres of land within the city of Burlington, about 1.5 miles from Burlington City Hall and adjacent to the Winooski River and Lake Champlain. The acreage is used for agriculture or remains as open, conserved land. The Intervale Center currently leases about 120 acres to 10 farm businesses.

The Intervale Center is unique among incubators because they have been working one-on-one with farmers for nearly 25 years. They have stable land tenancy and a vision for the future. The community reputation of the Intervale Center and its farmer graduates is strong. Their brand and their role in the community make it easier for their farm tenants to break in to new markets, connect with the community, and transition off the land after a 5 year term.

Additionally, the Intervale Center's close proximity to Burlington means easy access to an urban

center which facilitates both market access, and the opportunity to pursue other employment or pastimes while active on the incubator. Additionally, the Intervale Center is strongly networked with local farmers, and the majority of their tenants are mentor farmers who have been farming for a long time, which adds value to the incubator experience.

Because the Intervale Center does so much more than run an incubator – (operating a food hub and helping farm/ food businesses around Vermont) – they have a lot of connections within the greater agricultural community and understand the current agricultural economy in Vermont. This means that Intervale staff have the skills to assist farmers with business planning, feasibility, strategic planning, financial planning and management coaching.

The Intervale Center also offers a large degree of farmer independence, and is not a training program. Farmers lease land and manage their businesses independently. The Intervale center provides farmers a supportive environment where they can start their business using shared facilities.



### *Ideal candidate description*

An aspiring farmer with two to three years production experience on a commercial farm. Management experience is preferred. Applicants should have a strong business idea or business plan which they can articulate well, and be interested in launching their farm business in a supportive farming community.

### *Expected Outcomes*

Participants will better understand land management and overall farm management.

Participants develop a well-managed farm businesses that is profitable or close to profitable.

Participants will better understand how to balance the requirements of business management and production management.

### *Questions to consider before applying*

- How are you going to support yourself, the startup of the business (savings, loan?)
- Where do you see yourself in three to five years?
- Do you see a future for yourself in farming after your time at Intervale?
- Where will you sell your products? How will you ensure that you can pay your expenses?
- What makes your business unique?





**Horn Farm**  
*Center for  
Agricultural Education*

## Horn Farm Center for Agricultural Education

4945 Horn Road, York, PA 17406  
(717) 747-6441

[www.hornfarmcenter.org](http://www.hornfarmcenter.org)  
[Facebook.com/hornfarmcenter/](https://www.facebook.com/hornfarmcenter/)

[Jonathan Darby, educationdirector@hornfarmcenter.org](mailto:Jonathan.Darby@hornfarmcenter.org)

### Application Timeline:

**Sept 30** Application deadline.

**Mid-Oct** Introduction to permaculture

**First week of Nov** Interviews

**Nov 15** Decisions announced

**12-month** sublease runs January 1 through December 31

**Nov 15** All farmers must reapply annually

### Program Cost

**Program fee:** \$1000 [annual flat fee]

**Land lease:** \$150 per acre [annual flat fee]

**Farm Building usage fee:** \$150 per farm [annual flat fee]

**Water access:** \$175 per farm [annual flat fee]

**Cooler storage:** \$150 per unit [annual fee]

**Greenhouse usage:** \$0.55 per square foot per year [rented by table units]

**Equipment rental fees:** range - \$10/Day to \$25/Hour

### Program Logistics

Education takes several forms within this program from the experiential, hands on aspect of designing and operating the incubator farmer's own enterprise, to more formalized class and workshop sessions.

Classes are designed to enhance the technical knowledge of the farmer and to provide a framework for understanding the practical business needs of an agricultural operation.

Participants commit to taking part in a number of required classes and will also have the opportunity to select from a schedule of optional offerings. These will be scheduled out in advance of the program year so that participants can make appropriate plans.

Farmers are expected to be proactive in seeking assistance from Horn Farm Center staff regarding farming and business skills.

The Horn Farm Center Incubator Farm Project is a three to five year program. Creation of an exit strategy and path for establishing an agricultural operation outside of the program is a key part of



**The Horn  
Farm Center  
Incubator Farm  
Project is a  
community**

of small farms growing food using ecologically regenerative principles and practices. Our goal is to provide beginning farm businesses access to land, infrastructure, training, and inclusion in a community of people working to build a viable, local food production and distribution system.

the process. Horn Farm Center will assist farmers in the search for available farmland in York County and the surrounding region.

*Description of organization*

The Horn Farm center is located in a rural area on 186 acres of land within the county of York. The farm is about 5 miles west of the Susquehanna River along Route 30, and close to population centers including Harrisburg, with Baltimore and Washington, D.C also within 90 miles. The acreage is divided between the incubator farms, which utilizes 12 acres, organic hay, which utilizes 18 acres, and non-organic wheat, corn or soybean which is rotated on 90 acres. The remaining acreage is wood or hedgerows.

*Ideal candidate description*

An aspiring farmer with a minimum of two seasons of farming experience, and knowledge of sustainable and conservation farming practices. This farmer should demonstrate a commitment to attend mandatory educational workshops, classes and meetings, and a general familiarity with all aspects of running a small scale intensive organic farm.

### *Expected Outcomes*

Through instruction, hands-on practice and networking, the farmer training program is designed to help participants take real progress towards understanding how soil, plants, climate, and people interact to create sustainable farms with environmental, economic, and social well-being as their core values.

This foundational knowledge offers a solid understanding on which farmers can build as they take the next steps to becoming part of the vibrant organic farm community.

### *Questions to consider before applying*

- How are you going to support yourself and the startup of the business (savings, loan)?
- Are you fully prepaid for the duration of the program?
- Where do you see yourself in three to five years?
- Do you see a future for yourself in farming after your time at Horn Farm?



## The Seed Farm

5854 Vera Cruz Road, Emmaus, PA  
(610) 391-9583 x16

[www.theseedfarm.org](http://www.theseedfarm.org)  
[Facebook.com/theseedfarm](https://www.facebook.com/theseedfarm)  
Lindsey Parks, [Lindsey.parks@theseedfarm.org](mailto:Lindsey.parks@theseedfarm.org)

### Application Timeline:

Applications are accepted on a rolling, case-by-case basis. Online pre-application is always open. Once staff knows what potential applicants have in mind (type of enterprise, amount of land needed, etc.), we work with them one-on-one to prepare for the incubator.

A business planning course, a pre-requisite for anyone without a business plan, is held each fall (typically begins in September). Applicants (and returning incubator farmers) present business plans to staff and Program Committee in mid-December. Feedback is given on marketing, production, and business plans, and applicants' plans are modified as needed. Acceptances are issued by the end of December.

### Program Cost

Please Contact program staff for more information.

### Program Logistics

#### Leases

- One-year renewable leases are effective January 1 and are typically signed between January-March (before the growing season begins).
- Leases are ideally a three year commitment, but are negotiable at this time.
- There are 3 levels of incubator farmers – Explorer, Steward, or Enterprise- dependent on experience, goals, type of enterprise, and amount of land needed.
- Enterprise farmers act as anchors and mentors and may stay for up to 5 years.
- The amount of land available to any individual farmer is dependent on their farming level, type of enterprise, and size of other incubator farms on site. Farmers have access to:

- Cooler
- Greenhouse
- Tractors
- Wash facilities, GAP friendly
- Water, access to irrigation, two ponds on site
- Mentorship
- Technical assistance as well as ongoing training opportunities
- Opportunities for Organic certification, currently there is one incubator farmer who is organic
- Dry storage (pole building)

## THE SEED FARM



The Seed Farm's mission is to cultivate the next generation of farmers and

provide farmers with valuable, practical experience and skills on their training farm as well as the opportunity to launch sustainable farm business on their site in Emmaus, PA.

### Shared Facilities

#### Program Structure

- The Seed Farm is very accommodating if there are other certifications (GAP, organic) that incubators are interested in pursuing

### *Description of Organization*

The Seed Farm is a training and incubator farm growing organic vegetables and herbs.

The farm is located on the outskirts of Emmaus, PA, a suburb of Allentown in eastern PA. The Lehigh Valley boasts some of the best farmland in PA, with high quality soils and water. The Lehigh Valley is fairly farm- and farmland-friendly, with farmers' markets continuing to crop up throughout the valley. The CSA model is popular, and local food is in demand by many chefs in the area. Major markets (NYC, Philly, even Washington, D.C.) are within manageable driving distance.

### *Ideal Candidate*

Someone with a background in growing, whether that's farming or gardening. This may be a farm intern, apprentice, or manager; skilled community gardener; immigrant/refugee who comes from an agriculture background but now lacks land and market connections.

The candidate should have an understanding of the hard work that is required in farming, and have solid plans for business, marketing, production, management of pests/diseases/weeds – or a willingness to create these plans.

### *Expected Outcomes*

Participants will have a solid business plan, customer base, network, and credit history that will assist in the launch of an independent farm.

Participants will develop solid marketing and business plans. It is required that participants have created weed, pest, and disease management plans.

### *Questions to Consider Before Applying*

- Where will you live? The Seed Farm can provide housing advice but not housing.
- Do you have a business plan? The Seed Farm requires a business plan before incubation, and can assist in the development of your plan.
- Do you have a unique farm business idea? The Seed Farm is looking for people to incorporate cut flowers, herbs, meat birds, and eggs.



## New Entry Sustainable Farming Project

45 Merrimack St, Lowell, MA  
(978) 654-6745

[www.nesfp.org](http://www.nesfp.org)  
Janel Wright [janel.wright@tufts.edu](mailto:janel.wright@tufts.edu)

### Application Timeline:

Farm business planning course: 3 months, fall/winter

February 15th-Incubator Applications due (only available to business planning course grads)

April 1st-Nov 15th incubator sites open

### Program Cost

**Land lease:** \$700/acre or \$175 for a ¼ acre plot

**One-on-one technical assistance:** \$25/hr or \$300 for a full season of TA sessions

**Custom tractor work:** \$45/hr

**Equipment fee:** \$150/season

**Pesticide fee:** \$55/season

**Cooler use:** \$175/season

### Program Logistics

#### Leases

- Tenants lease land from New Entry 1 year at a time for up to 3 years.
- Smallest lease is for 1/4 acre.
- Lease sizes depend on what fields are available; an additional ¼ acre may be available to farmers based on land availability and need.
- Irrigation to edge of field from two wells on site.

#### Shared Facilities

- In addition to land, farmers can rent cooler space, wash station access, limited dry storage space, access to greenhouse operations, training, use of hand tools and small tractors. Rental of tillage time (tractor work) is available.

#### Program Structure

- Each year, all farmer tenants must report data about their previous season such as gross sales, employees, and yields in an annual Farm Report.
- Incubators are also asked to complete a self-evaluation each season and submit an updated business plan and financials.
- 8 on farm trainings are offered each season, Incubator Farmers are required to attend at

**The mission of the New Entry Sustainable Farming Project is to build resilience in our local, regional and national**

food systems by training a new generation of farmers to produce food that is nutritious, culturally-preferred and accessible to individuals of all socioeconomic backgrounds, and in doing so, we preserve active working landscapes and develop economic opportunities for new farmers.



least 5 and participate in one community work day per season.

- Farmers sign off on a Farmer Agreement, contained in the Farmer Manual.
- In Year 2, farmer and New Entry staff begins discussing a plan for transition off of the incubator.
- One-on-one case management meetings on goal setting, self-assessment, development of food safety and marketing plans, and completion of basic financial records and statements, held 3 xs per year.
- Incubator farmers are expected to share their experience as a beginning farmer at Explore Farming and Farm Business Planning Course classes.
- Opportunity to sell to World PEAS Food Hub.

***Description of Organization***

New Entry operates on 10 acres of land with 5 cultivated acres of farmland. Land is located within the town of Dracut, MA, near I-93, in a residential area that was historically farmland. Land is leased from the Dracut Land Trust.

New Entry was one of the first incubator programs in the country, and has a long history of working with diverse participants. The program still supports some of the first farmers trained – who are refugees

and immigrants from Cambodia and various parts of Africa – in addition to participants of all ages and professional backgrounds. New Entry began its programs with a focus on immigrant and refugee farmers, and has since opened its classes and incubator to anyone who wants to start to farm. The program emphasizes the establishment of commercially viable farm businesses, as well as farmer training and access to markets. New Entry is unique because of the focus on small scale production and the proximity to urban markets. The program best serves people who want to stay fairly small-scale (under 5 acres).

New Entry provides a personalized case management system, where growers meet at least three times per season with farmer training staff to assess skills, develop goals, and write food safety, marketing, and business plans as well as be connected to resources outside of New Entry. This technical assistance extends beyond the years that a farmer is on the incubator farm as well.

New Entry's World PEAS Food Hub provides an initial market for new growers and assists with crop planning; once a crop bid is established producers are also eligible for a microloan for beginning-of-season costs.

### *Ideal Candidate*

An aspiring farmer with some production experience and a strong business plan, who is interested in launching their farm business in a supportive farming community. New Entry works with young farmers, career changers, and participants of diverse backgrounds to provide them with the resources and training they need to be a sustainable small-scale grower in the Northeast.

Other preferred applicant characteristics include:

- Someone who has had at least one to two years on a commercial farm of the type of farming that they want to do.
- Someone who has been in a management position on a farm – making some higher level decision.
- Someone who is a good communicator.



- Someone who has a strong vision for what they want to do.
- Someone with a strong and specific business idea and some potential market channels.

### *Expected Outcomes*

- Participants will better understand small scale production and what it means to be a part of the food system in eastern Massachusetts.
- Participants will establish well-managed farm businesses that are profitable or close to profitable.
- Participants will better understand what it means to run a farm in terms of time, money, and quality of life.
- Participants will gain a sufficient understanding of sustainable farming and stewardship of land and natural resource in Massachusetts.
- Participants will be trained in food safety regulations and access to resources concerning risk management.

### *Questions to Consider Before Applying*

- Do you have the time and resources to start a farm business right now? How many days per week will you be able to devote to your farm business?
- Is the location of our incubator farm suitable for you?
- What scale do you intend to farm at, and can New Entry's offerings help you get there?
- Do you have production experience in the enterprise you wish to establish?
- Where do you see yourself in three to five years?
- Where will you sell your products?
- What makes your business unique?



## National Incubator Farm Training Initiative Resources

*Since 2012, the **National Incubator Farm Training Initiative** has provided one-on-one consulting, resources and events in support of the professional development of Incubator Farm Project staff nationwide.*

### Free One-on-one Technical Assistance

Through a network of incubator farms, aspiring and established projects are able to receive technical assistance free of charge.

### National and Regional Incubator Farm Listservs

Over 250 Incubator Farm Project staff share best practices and questions related to program design and implementation.

### Community of Practice Events

Regional training and networking opportunities connect the staff of Incubator Farm Projects with each other and complimentary organizations.

### NIFTI National Field School

Each year NIFTI convenes the best and brightest in the field of land-based beginning farmer training to learn, share, and develop new resources at the National Field School.

### Regional Calls

Quarterly calls for the staff of Incubator Farm Projects provide continued opportunities for support and network building.

### Webinar Series

Our webinar series brings together experts in the field to share their knowledge and experience with farm incubator projects across the country.

### Resource Library

Over 200 resources compiled from dozens of organizations across the country related to best practices for Incubator Farm Projects.

Visit [nesfp.org/nifti](http://nesfp.org/nifti) for more information.





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