



United States
Department of
Agriculture

NEW FARMERS

Building Your Bench



Agenda

- Opening remarks
- Building Your Bench
 - Community of support and why it's important
- State BFR Coordinators
 - Who they are and how they can help
- Guest Speakers
 - Sarah Campbell, USDA
 - Nathan Hulinsky, University of Minnesota Extension
 - Chris Laughton, Farm Credit East
 - Corey Read, Shupp Hill Farms



Doing business with USDA:

- Get a farm number
- Use your EIN and business entity
- Use best practices: separate checking accounts, keep track of expenses, file schedule F
- Work with experts!

Who is in your corner?

- Mentors
- Family, Friends and neighbors
- Lender and Banker
- Finance Professional
- Legal Professional
- Farm Organizations
- Local USDA staff



Community of Support— why is it important?

- Mentors
- Professionals
- Peer Groups
- Farm Organizations





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USDA BFR State Coordinators



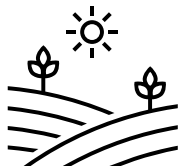
Provides
resources for
educational,
financial, and
technical
assistance



Builds
relationships



Provides support g
etting started
with USDA



Find your State BFR Coordinator here:
[https://www.farmers.gov/your-
business/beginning-farmers/coordinators](https://www.farmers.gov/your-business/beginning-farmers/coordinators)



How to Start a Farm Operation



Plan Your Farm Operation

1. Start here! Think about your operation from the ground up and start planning for your business.

PLAN YOUR FARM



Visit Your Service Center

2. Get in touch with your local Service Center to find programs to support your operation.

VISIT A SERVICE CENTER



Fund Your Farm Operation

3. USDA has spent decades helping new producers find land and money for their businesses.

FUND YOUR FARM



Build Your Business

4. Lean on USDA to help you build your operation with sound business and financial knowledge.

BUILD YOUR BUSINESS



Sell Your Farm Products

5. Explore everything about producing, marketing and actually selling your final product.

SELL YOUR PRODUCTS



Maintain Your Farm

6. Take care of your farm operation, and it will take care of you. USDA can help.

MAINTAIN YOUR FARM

Accessing Resources



Online

- [Farmers.gov/newfarmers](https://farmers.gov/newfarmers)
- [Farmers.gov/taxes](https://farmers.gov/taxes)
- [Farmanswers.org](https://farmanswers.org)

Accessing Resources

In person

- Extension/university
- Classroom training
- Other farms
- Workshops & Conferences
- Local lender and professionals
- Local USDA Technical assistance providers

