STEP 4—COMPETENT
TECHNICAL ASSISTANCE PROGRAM
Individualized syllabus
Production, marketing and financial training
Address land access
Equity building opportunities
One-on-one with a LSP staff advisor
Guided by experienced farmers
Guided by technical support personnel

COMPETENT
Use a strategic plan to inform decisions and achieve goals. Actions are seen in terms of longer term goals and with practical knowledge of how a farming system works.

STEP 3—ADVANCED BEGINNER
FARM BEGINNINGS
10-Month training program
Whole farm and enterprise planning
Connection to farmer network
Growing season learning plan
On-farm field days and workshops

ADVANCED BEGINNER
Start to apply knowledge of key aspects of farming to planning for future success. Draw on one’s own experiences to anticipate future needs and outcomes.

STEP 2—BEGINNER
FARM DREAMS
Day-long workshop
Explore whole-farm planning
Complete personal assessments
Create an action plan

BEGINNER
Starting to gather a working knowledge through practice on a farm. Actions are viewed in a series of steps leading to a specific outcome. Trial and error are an important learning tool and best done with little risk involved in the outcomes.

STEP 1—NOVICE
ON-FARM TRAINING ACTIVITIES
Field days
Skill sessions
Farm visits
Work exchanges
Internships/Employment
Conferences/Workshops

NOVICE
Knowledge of farming is limited to what one can read in a book. Knowledge is not connected to practical application. Actions are isolated from the complex whole of a farming system.
Growing the Next Generation of Farmers

From Seed to Success

Please complete the following assessment to assist you in determining the appropriate place to plug into our training opportunities.

**If you answer YES to 2 or more of the questions in each step, proceed to the next step...

**If you answer NO to 2 or more of these questions, consider participating in the suggested opportunity...

<table>
<thead>
<tr>
<th>Step 1: Novice</th>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>I have attended more than one conference or workshop dealing with sustainable agriculture.</td>
<td></td>
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<tr>
<td>I have visited a working farm in the last two years.</td>
<td></td>
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<tr>
<td>I have participated in a work related activity on a farm in the last two years.</td>
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</table>

<table>
<thead>
<tr>
<th>Step 2: Beginner</th>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>I have explored several different possible farming enterprises.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>I have explored the idea and components of operating my own farm.</td>
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<tr>
<td>I feel I am ready for an intense, long-term farm enterprise planning course.</td>
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<table>
<thead>
<tr>
<th>Step 3: Advanced Beginner</th>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>I have explored how to make farming a career or a way to generate supplemental income.</td>
<td></td>
<td></td>
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<tr>
<td>I understand the planning process that goes into starting a farm business.</td>
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<tr>
<td>I have created a detailed plan for my future farming enterprise.</td>
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<tr>
<td>I am well connected to the established sustainable agriculture community.</td>
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<table>
<thead>
<tr>
<th>Step 4: Competent</th>
<th>YES</th>
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</thead>
<tbody>
<tr>
<td>I have completed the Farm Beginnings Program.</td>
<td></td>
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<tr>
<td>I am interested in further support to make my farm business more successful.</td>
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</tr>
<tr>
<td>I have identified several areas in my business that could use additional support.</td>
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</tbody>
</table>

**ON-FARM EDUCATION & WORKSHOPS**
Field days/Skill sessions/Farm visits/ Work exchanges/Internships/Employment/ Conferences/Workshops
Join LSP to become part of our training network

**FARM DREAMS**
Day-long workshop/Explore whole-farm planning/Complete personal assessments/ Create an action plan
Register for Farm Dreams (Offered 4 times per year)

**FARM BEGINNINGS**
10-Month training program/Whole farm and enterprise planning/Connection to farmer network/Growing season learning plan/On-farm field days and workshops
Apply for Farm Beginnings at www.farmbeginnings.org

**TECHNICAL ASSISTANCE PROGRAM**
Individualized syllabus /Production, marketing and financial training /Address land access /Equity building opportunities/One-on-one with a LSP staff advisor /Guided by experienced farmers
Contact an LSP staff member for more details

This project was supported by the Beginning Farmer and Rancher Development Program of the National Institute of Food and Agriculture, USDA, Grant 2010- 03107.