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INVESTIGATOR: Ostrom, M.; Collins, D.; Flores, M.; Taylor, M.

PERFORMING INSTITUTION:

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ULTIVATING NEW GENERATION AND IMMIGRANT FARMERS IN WASHINGTON STATE

NON-TECHNICAL SUMMARY: The long-term goal of this project is to increase farm ownership rates, financial stability, land tenure, and environmental stewardship among beginning farmers in Washington, including immigrant and refugee Latino, Hmong, and African farmers, limited resource farmers, and women farmers. To accomplish this goal, the 40 member WSU Small Farms Team is partnering with County Extension, local farmers, the State Department of Agriculture, and a network of non-profits, including the Tilth Producers Association, the Seed Alliance, 21 Acres, BuRST, and Washington Farmlink to achieve the following objectives over a three-year period: 1) Work with a team of farmers and Extension specialists to improve and expand access to our popular community-based, beginning farmer course series for English speakers on (1) Whole Farm Management and (2) Agricultural Entrepreneurship and Business Planning. 2) Partner with a network of successful sustainable farmers and teaching farms to provide experiential, curriculum-based, on-farm intern and mentoring opportunities for committed new entry farmers. 3) Develop an educational toolkit for beginning farmers and landowners on alternative land tenure strategies. 4) Develop and provide advanced learning opportunities in the high demand topic areas of season extension, soil fertility, seed production, dairy, and sustainable livestock production utilizing short courses, web-based learning modules, on-line communities and multilingual approaches.

OBJECTIVES: Our long-term goal is to increase farm ownership rates, financial stability, land tenure, and environmental stewardship among beginning farmers in Washington, including immigrant and refugee Latino, Hmong, and African farmers, limited resource farmers, and women farmers. To accomplish this goal, the 40 member WSU Small Farms Team is partnering with County Extension, local farmers, the State Department of Agriculture, and a network of non-profits, including the Tilth Producers Association, the Seed Alliance, 21 Acres, BuRST, and Washington Farmlink to achieve the following objectives over a three-year period: 1) Work with a team of farmers and Extension specialists to improve and expand access to our popular community-based, beginning farmer course series for English speakers on (1) Whole Farm Management and (2) Agricultural Entrepreneurship and Business Planning. 2) Partner with a network of successful sustainable farmers and teaching farms to provide experiential, curriculum-based, on-farm intern and mentoring opportunities for committed new entry farmers. 3) Develop an educational toolkit for beginning farmers and landowners on alternative land tenure strategies. 4) Develop and provide advanced learning opportunities in the high demand topic areas of season extension, soil fertility, seed production, dairy, and sustainable livestock production utilizing short courses, web-based learning modules, on-line communities and multilingual approaches. Videotape course lectures and presentations for future use and web use. Outcomes: Many new farmers do not have agricultural backgrounds or a technical education in agricultural sciences. These courses and farm walks will provide the depth necessary for a new farmer to improve or diversify their operation. We expect nearly all participants to alter their behavior and adopt a new practice that can provide a greater revenue stream. This will mean hundreds of growers incorporating season extension tools, diversifying into livestock and dairying, improving their soil management, and adopting seed production. Another output will be on-line modules that will be available to new and advanced farmers around the state and country. These resources will reach many more new farmers. Spanish and Hmong versions of our educational programs will minimize language barriers allowing immigrant farmers to effectively increase revenue streams and mitigate risk through diversification and improved management techniques.

APPROACH: Our approach is to offer beginning farmers and ranchers sequential, community-based, and on-line, educational opportunities. We will build on our past successes in reaching immigrant and limited-resource farmers by offering multilingual programs, experiential and audiovisual learning opportunities, and scholarships. The sequence of educational and experiential opportunities begins with Whole Farm Planning and Agricultural Entrepreneurship and

business Planning, the core classes of Cultivating Success. This grant will allow us to review and improve these basic curricula. Each class is a 14-topic series taught at county extension facilities and through farm visits. Each student develops a whole farm plan during the first course and a farm business plan during the second class. The Cultivating Success program will continue with more intensive, practical, on-farm learning opportunities. Students can apply for internships or mentoring opportunities with certified farmer instructors. Advanced short courses and farm walks will provide further opportunities for knowledge transfer on specific topics from successful, experienced farmers on their farms. Programs will be developed to present farmers with in-depth, detailed information on specific topics where demand is high. Farmer-to-farmer learning is central to our approach. We have a strong record of actively recruiting experienced farmers to participate in classes and using working farms as learning sites. Educational opportunities for migrant farmer populations will be led by our Spanish and Hmong bilingual small farms specialists. The core Cultivating Success classes and advanced short courses will be offered in English, Hmong and Spanish, with translations for guest speakers, and East African participants. Mentoring opportunities will be offered in English, Spanish and Hmong. Workshops and outreach materials on successful land tenure strategies will be developed and incorporated into existing curricula. Using simultaneous translation equipment will allow our bilingual educators to make guest lectures, farmer presentations, short courses and farm walks available to multilingual audiences. All short courses will be videotaped for future course and web use.

PROGRESS: 2009/09 TO 2012/08

OUTPUTS: 1. Promotional Materials Produced: a. 30 Farm Walks announced in Capital Press agricultural newspaper; 10th Producers Newsletters; and WSU Small Farms e-news (Washington Family Farmer Resources). b. 4 Cultivating Success brochure prototypes for local adaptation (English, Spanish, Snohomish, Skagit); 30 Farm Walk flyers; 7 short course flyers; Cultivating Success website updated (www.cultivatinguccess.org); 2 Alternative Land Tenure Workshop flyers c. New webpages for 6 short courses (Seed Production, Sustainable livestock Management, Pastured Poultry, Summer Cover Cropping, Winter Cover Cropping, Season Extension): <http://smallfarms.wsu.edu/education/courses> . Viva Farms Website: <http://www.vivafarms.org/p/farm-at-viva.html> 2. Cultivating Success Courses and Workshops: i. Face to Face i. 30 Sustainable Small Farming and Ranching 14-week courses (4 Fall 2009, 2 Spring 2010, 7 Fall 2010, 5 Spring 2011, 7 Fall 2011, 5 Spring 2012) attended by 477 students ii. 25 Agricultural Entrepreneurship and Business Planning 14-week courses (2 Fall 2009, 8 Spring 2010; 1 Fall 2010, 8 Spring 2011, 6 Spring 2012): attended by 426 students iii. On-farm Internships: 40 summer interns; 9 incubator farms started (Viva Farms) iv. 7 intensive, advanced short courses: 1) Seed Production X 2 (75 students); 2) Season Extension (28 students); 3) Sustainable livestock Production (40 students); 4) Summer Cover Cropping (40 students); 5) Winter Cover Cropping (55 students); 6) Sustainable Sheep and Goat Production (40 students) v. 30 on-farm technical "Farm Walk" seminars: 294 total participants (average of 43 per event). Registration capped. vi. Two alternative land tenure workshops and toolkit (31 participants) b. Internet i. 1 internet based self-study prerequisite for cover crop course (37 students) ii. 8 remote course sites for Sustainable Farming and Ranching Course (a,i above): 5 students Okanogan, 1 Yakima, 1 .C., 1 Pullman. Remote course site for Business Planning Course (a,ii above) at WSU Puyallup (13 students). iii. 7 presentations (including PowerPoint and videos) recorded and posted on Website for Sustainable Small Farming and Ranching Course (a,i) above: <http://smallfarms.wsu.edu/education/pierce/ssfr2011>; 11 videotaped lectures at: <http://smallfarms.wsu.edu/education/pierce/ssfr2010/> iv. 6 online short course curricula: <http://smallfarms.wsu.edu/education/courses/index.html> v. 4 Videos on Seed Production: (1) Assessing Seed Maturity <http://youtu.be/wa5CcgIUe2Q> (2) Threshing and Screening - <http://youtu.be/bF9DhjodCDg> (3) Fanning and Winnowing - <http://youtu.be/scYk9Jm-qak> (4) Processing Wet Seed Crops - <http://youtu.be/LBw IJdo2us> 3. Participant numbers and demographics a. Socially disadvantaged participants. 257 non-English speakers participated in multilingual programs (10 bilingual CS courses and 5 bilingual Farm Walks). b. We do not track household incomes. c. 42 beginning farmer program participants self-identified as farmworkers; d. Over 50% women participants. e. Estimated 823 program participants currently farming f. 418 CS course participants plan to start farms g. 16% of past participants had started a farm as a result of taking the course. PARTICIPANTS: Dr. Marcia Ostrom (PD) is the director and founder of the WSU Small Farms Program and holds a Ph.D. in Environmental Studies (UW-Madison), and a M.S. in Rural Sociology (Cornell). She is an Associate Professor at the Center for Sustaining Agriculture and Natural Resources and the School of the Environment. She designed and coordinated the project, facilitated stakeholder input, trained and supervised course instructors, recruited farmer mentors, planned and implemented the evaluation, and oversaw the completion of tasks and reporting. Dr. Douglas Collins (Co-PD), a Soil Scientist and Small Farms Educator with the Small Farms Program, shared leadership throughout all phases of the project. He holds a Ph.D. in Soil Science (WSU) and a M.S. in Plant Pathology (MSU). He helped advise and implement all tasks, with a particular focus on the

development of natural science curricula, advanced short courses, and online technologies and audiovisual products. Dr. Malaquias Flores (Co-PD) is the Latino Program Coordinator for the Small Farms Program. He is bilingual in Spanish and English and has a Ph.D. in Agricultural Education (MSU), a M.S. in Agronomy (BYU) and a B.S. in Horticulture (BYU). He is a trained interpreter. He led the design and implementation of educational programs for Latino farmers in Central Washington, providing instruction, bilingual Farm Walk facilitation, work group coordination, one-on-one technical assistance, and translation and interpretation. Dr. Mykel Taylor (Co-PD), an Assistant Professor at the WSU School of Economics (now at KSU), revised the Agricultural Entrepreneurship and Business Planning curricula in partnership with the larger Western Region on second BFRDP project. She trained CS instructors in the new curriculum and piloted the first revised course on the main WSU campus in Spring 2011 with a remote site at the WSU Puyallup campus. Bee Cha is the Hmong Program Coordinator for the Small Farms Program. He speaks Laotian, Hmong, and two Hmong dialects and holds an MBA degree and a BS degree in Chemical Engineering (WSU). He is a trained interpreter. He led Hmong educational programs, served as an instructor, and provided one-on-one technical assistance. He interpreted for Farm Walks, workshops, evaluations, and meetings. Sarita Schaffer of the Small Farms Program served as the bilingual Spanish-English Cultivating Success course instructor in Mt. Vernon and the Viva Farms Incubator Education Director; Michel Wiman was the statewide Cultivating Success Coordinator, assisted by Amanda Snyder; Rose Krebill-Prather and colleagues at the WSU Social and Economic Sciences Research Center (SESRC) helped design and implement past participant surveys of all programs; and members of the 50-person WSU Small Farms Team provided individual expertise as instructors, speakers and in curriculum development. Organizational collaborators included Tilth Producers of Washington, Viva Farms, WA Farm Link, the Organic Seed Alliance, and the Cultivating Success Team of UI and Rural Roots. All programs were attended by at least a small minority of agricultural students and professionals seeking professional development. TARGET AUDIENCES: By USDA criteria, 10% or 35,269 of Washington's farms are considered small. While the total number of farms in Washington increased slightly between the 2002 and 2007 agricultural census, this was primarily due to increases in the very smallest farm size categories. Of all the farms counted in Washington in 2007, over 18,443 reported sales below \$2,500. There has been a continued loss of the small and mid-sized farms that can generate household income. Our program seeks to address the loss of viable small and mid-sized farms through statewide farmer education programs in sustainable management practices for beginning and aspiring farmers. Among the fastest growing agricultural sectors in Washington are women-owned farms, Latino-owned farms, and direct market farms. We also have a significant number of refugees who have started farms or want to start farms. Our target audience for this project was diverse Latino, Hmong, and East African beginning farmers, limited resource beginning farmers, and beginning women farmers. By hiring immigrant and refugee outreach specialists we worked to reach typically underserved populations. PROJECT MODIFICATIONS: Nothing significant to report during this reporting period.

IMPACT: 2009/09 TO 2012/08

a. Size of target beginning farmer audience: for this project, we had an estimated 903 participants in 14 week courses, 1,294 participants in Farm Walks, and 339 short course and workshop participants. b. Program Participants. 11% of evaluation respondents from the Agricultural Entrepreneurship courses are farming, while 21% of Sustainable Small Farming and Ranching students are farming. 54% of SSFR course evaluation respondents plan to start farming, while 39% from Agricultural Entrepreneurship and Business Planning course plan to start a farm. From overall program evaluations, 69% are already farming, but most are new to farming (under five years). c. Change in knowledge. The Farm Walk program had 1,294 participants. Over 65% returned on-site evaluations and 96% reported knowledge gains. Over 50% reported knowledge gains in either farm planning, season extension, soil fertility, or pest management depending on the topic of the Farm Walk. For the Sustainable Small Farming and Ranching course, 96% of student respondents somewhat or greatly increased their knowledge of available farming resources, and 99% improved their understanding of principles of small farm sustainability and sustainable farming practices. For the Business Planning course, 100% of evaluation respondents somewhat or greatly improved their knowledge of how to write a business plan, and 99% improved their understanding of farm profitability. 88% of respondents developed or improved their farms' marketing strategy, and 89% developed or improved a business plan. d. A quote from a 2011 SS course evaluation states: "I would like to say that this program is essential to our farming future as well as vital in providing and securing a diverse and prosperous economy and in enriching and embracing a diverse culture. This program deserves national recognition in a time when community, farming, culture, and the economy can come together for the benefit of all." e. Planned Change in Behavior or Approach. For the Farm Walk program participants who completed an on-site evaluation, 81% indicated they would change a management practice. For the Cultivating Success course respondents, over 90% stated that the courses would influence their future actions. In the Sustainable

Small Farming and Ranching course, 80% of respondents have developed or improved a whole farm plan to guide their operation. In the Business Planning course, over 85% of respondents said they had developed or improved a working farm business plan to guide their operation. In the seed saving course, 62% planned to make changes on their farms. e. Past Participant Surveys: An online survey was conducted of all past participants in Farm Walks at the end of the project. Initial results indicate that of those who were currently farming: (1) 15% reported annual gains in farm income, ranging from \$200-\$50,000; (2) 19% improved overall farm profitability; (3) 22% improved soil fertility management; (4) 17% expanded cover crops; and (5) 14% improved food safety as a result of program participation.

PUBLICATIONS (not previously reported): 2009/09 TO 2012/08

. Collins, D.P. 2012. Soil Testing: A Guide for Farms with Diverse Vegetable Crops. Washington State University Extension Publication EM 050E.

. Ostrom, Marcia and Colleen Donovan (2012). Profile of small farms in Washington Agriculture. WSU Extension Statistical Summary (accepted).

. Ostrom, Marcia; Cha, Bee; and Malaquias Flores (2010). Creating Access to Land Grant Resources for Multicultural and Disadvantaged Farmers, *Journal of Agriculture, Food Systems, and Community Development*. 1(1): 89-105.

PROGRESS: 2010/09/01 TO 2011/08/31

OUTPUTS: 1. Materials Produced a. 11 Farm Walks announced in the Capital Press agricultural newspaper; Tilth producers announcements; and WSU Small Farms e-news (Washington Family Farmer Resources). b. 28 Cultivating Success course flyers and 3 general Cultivating Success program brochures (English, Spanish, Snohomish County); 1 Farm Walk flyers; 3 short course flyers; Cultivating Success website updated (www.cultivatinguccess.org) c. 4 videotaped sessions and 2 narrated Power Points from Season Extension Short Course; 4 videotaped sessions and 2 narrated Power Points from Seed Saving short course; 12 videotaped Cultivating Success Sustainable Small Farming and Ranching course sessions; 8 videotaped Business Planning course sessions. d. New webpage on educational activities: <http://smallfarms.wsu.edu/education>; 3 new advanced short course webpages: Seed Saving <http://smallfarms.wsu.edu/education/courses/seeds> ; Season Extension <http://smallfarms.wsu.edu/education/courses/seasonextension>; Sustainable Livestock Production <http://smallfarms.wsu.edu/education/courses/livestock> e. 3 newspaper articles and 1 WSU Connections magazine article 2. Cultivating Success Courses and Workshops Fall 2010- Spring 2011 a. Face to Face i. 19 Sustainable Small Farming and Ranching 14-week courses (7 fall 2010, 5 Spring 2011, 7 Fall 2011) attended by 177 students ii. 9 Agricultural Entrepreneurship and Business Planning 14-week courses (1 Fall 2010, 8 Spring 2011): attended by 182 students iii. On-farm Internships: 14 summer interns and 6 farm incubator participants (Viva Farms) iv. Three intensive short courses on advanced topics: 1) Seed Saving (45 students); 2) Season Extension (28 students); 3) Sustainable Livestock Production (40 students) v. 11 on-farm technical "Farm Walk" seminars: 447 total participants average of 41 per event). Registration restricted. b. Internet i. 7 remote internet course sites for Sustainable Farming and Ranching Course (a,i above): 5 students Okanogan, 1 Yakima, 1 B.C. Remote internet course site for Business Planning Course (a,ii above) at WSU Puyallup (13 students). ii. 7 presentations (including PowerPoint and videos) recorded and posted on Website for Sustainable Small Farming and Ranching Course (a,i) above: <http://smallfarms.wsu.edu/education/pierce/ssfr2011>; 11 videotaped lectures at: <http://smallfarms.wsu.edu/education/pierce/ssfr2010/> 3. Participant numbers and demographics a. Socially disadvantaged participants. 127 non-English speakers participated in multilingual programs (5 bilingual CS course sites, 2 bilingual Farm Walks). b. Limited resource participants. We do not track household incomes on evaluations. Each course site offers needs-based scholarships (approximately 110 students). Non-English speakers usually receive scholarships as they are typically refugees or immigrants with extremely limited incomes. c. 42 program participants self-identified as farmworkers, although most are also beginning their own farms. d. Programs had over 60% women this year. e. An estimated 823 program participants are currently farming. f. 167 CS course participants plan to start farms.

PARTICIPANTS: Nothing significant to report during this reporting period. TARGET AUDIENCES: Nothing significant to report during this reporting period. PROJECT MODIFICATIONS: Nothing significant to report during this reporting period.

IMPACT: 2010/09/01 TO 2011/08/31

. Size of target beginning farmer audience: difficult to estimate since many new farmers do not yet show up on the agricultural census. Since we started our WSU Small Farms program in 2001, we have had over 5,000 beginning farmer participants. During this grant term, we had an estimated 827 farmer and 167 aspiring farmer participants. a. Program Participants. 41% of evaluation respondents from the Agricultural Entrepreneurship courses are farming, while 21% of Sustainable Small Farming and Ranching students are currently farming. From the nature of our

programs, we expect most are new to farming (i.e. farming five years or less). b. Change in knowledge. These percentages turn out differently depending on the course or workshop. For the Farm Walk program, we had 477 participants. Of the evaluations returned, across all of the Farm Walks, 96% reported knowledge gains. Over half (50%) reported knowledge gains in either farm planning, season extension, soil fertility, or pest management depending on the topic of that particular Farm Walk. For the Sustainable Small Farming and Ranching course, 96% of student respondents somewhat or greatly increased their knowledge of available farming resources, and 99% improved their understanding of principles of small farm sustainability and sustainable farming practices. For the Business Planning course, 100% of evaluation respondents somewhat or greatly improved their knowledge of how to write a business plan, and 99% improved their understanding of farm profitability. 88% of respondents developed or improved their farms' marketing strategy, and 89% developed or improved a business plan. c. With regard to attitude changes, comments are noted from a 2011 CS course evaluation: "I would like to say that this program is essential to our farming future as well as vital in providing and securing a diverse and prosperous economy and in enriching and embracing a diverse culture. This program deserves national recognition in a time when community, farming, culture, and the economy can come together for the benefit of all." d. Planned Change in Behavior or Approach. For the Farm Walk program participants who completed an evaluation, 81% indicated they would change a management practice. For the Cultivating Success course respondents, over 90% stated that the courses would influence their future actions. For the Sustainable Small Farming and Ranching course, 80% of respondents have developed or improved a whole farm plan to guide their operation. In the Business Planning course, over 85% of respondents said they had developed or improved a working farm business plan to guide their operation. In the seed saving course, 62% planned to make changes on their farms. 54% of our SSFR course evaluation respondents plan to start farming, while 39% from Agricultural Entrepreneurship and Business Planning course evaluations plan to start a farm. The students who enroll in the business planning course often already have started a farm business. Have not tracked other outcome measure yet.

PUBLICATIONS: 2010/09/01 TO 2011/08/31

no publications reported this period

PROGRESS: 2009/09/01 TO 2010/08/31

OUTPUTS: 1. Materials Produced

a. Farm Walks announced in 1 Newsletter; all programs announced on WSU Small Farms e-announcement listserve (the Washington Family Farmer Resource). b. 22 Cultivating Success course flyers and 2 general Cultivating Success program brochures (English and Spanish); 15 Farm Walk flyers; 3 short course flyers. c. 6 videotaped Farm Walks (on-farm workshops), 10 videotaped livestock short course sessions, 7 narrated Power Point presentations from Cover Cropping Course, 10 videotaped Cultivating Success Sustainable Small Farming and Ranching course sessions. d. 1 new short course webpage: <http://smallfarms.wsu.edu/education/courses/livestock/smallruminant> ; 1 new Sustainable Small Farming and Ranching Course webpage: ; and 2 existing websites revised: and e. 9 newspaper articles and 1 radio story f. 1 peer reviewed journal article

2. Cultivating Success Courses and Workshops

a. Face to Face

i. 10 Sustainable Small Farming and Ranching 14-week courses (4 fall 2009, 2 Spring 2010, 4 Fall 2010): attended by 77 students. ii. 12 Agricultural Entrepreneurship and Business Planning 14-week courses (2 Fall 2009, 8 Spring 2010, 2 Fall 2010): attended by 161 students. iii. On-farm Internships and Incubator farmers: 6 interns and 8 farm incubator participants. iv. 3 intensive short courses on advanced topics: 1) Summer Cover Cropping (40 students); 2) Winter Cover Cropping (55 students); and 3) Sustainable Sheep and Goat Production (40 students). v. 10 on-farm technical seminars, known as "Farm Walks": 497 total participants (average of 50 per event). Had to limit registrations.

b. Internet

i. 1 internet based self-study (Part One to "d ii" above): 37 students. ii. 1 remote internet course site for Sustainable Farming and Ranching Course (a,i) above: 1 student. iii. 11 course sessions (including PowerPoint presentations) recorded and posted on Website using Adobe Connect for use of students in Sustainable Small Farming and Ranching course (a,i) above: <http://smallfarms.wsu.edu/education/pierce/ssfr2010/>

c. Audio

i. Spanish language radio show. ii. 25 Spanish-language audio CDs distributed on business planning

d. Participant numbers and demographics

i. Socially disadvantaged participants i. 127 non-English speakers participated in multiingual programs (5 CS course

ications and 2 Farm Walks had interpretation)

. Limited resource participants. We do not track student or farm incomes on course or workshop evaluations. Each course site offers from 5-10 needs-based scholarships (approximately 110 students). Non-English speakers generally receive needs-based scholarships because they are usually refugees or immigrants with limited incomes (127 students).

. Depending on the definition, around 42 program participants currently work as farm workers, although most are also beginning their own farms simultaneously.

. Our programs have around 50% women

. An estimated 556 program participants are currently farming

An estimated 251 program participants plan to start farming in the near future PARTICIPANTS: Nothing significant to report during this reporting period.

TARGET AUDIENCES: Nothing significant to report during this reporting period.

PROJECT MODIFICATIONS: Nothing significant to report during this reporting period.

IMPACT: 2009/09/01 TO 2010/08/31

. Size of target beginning farmer audience: this is difficult to estimate since many of these farmers do not yet show up on the agricultural census. Since we started our WSU Small Farms program in 2001, we have had over 4,000 beginning farmer participants in different programs. During this grant term (year 1), we had a total of 727 new farmers and aspiring farmer participants.

. Program Participants

. 69% of evaluation respondents from all programs combined are currently farming. From the nature of our programs, we expect that most of these farmers are new to farming (i.e. farming five years or less).

. Change in knowledge. These percentages turn out differently depending on the course or workshop. For the Farm Walk program, we had 497 participants and an overall response rate of 60.3%. Of the evaluation respondents, across all of the Farm Walks, 70% reported knowledge gains on farm profitability and 68% improved knowledge of marketing. Over half (53%) reported knowledge gains in either farm planning, season extension, soil fertility, or pest management depending on the topic of that particular Farm Walk. For the Food Safety Farm Walk (GAP Audit), 71 percent of respondents increased their knowledge of GAPS (Good Agricultural Practices). For the Sustainable Small Farming and Ranching course, 98% of student respondents increased their knowledge of available farming resources and over 90% improved their understanding of principles of small farm sustainability and sustainable farming practices. For the Agricultural Entrepreneurship and Business Planning course, 100% of evaluation respondents improved their knowledge of how to write a business plan and 90% improved their understanding of farm profitability. Over 80% of respondents felt more prepared to evaluate their farm, human and financial resources, to assess the feasibility of a small farm or ranch enterprise, and to develop a business plan.

. Did not track attitude changes.

. Planned Change in Behavior or Approach. For the Farm Walk program participants who completed an evaluation, 33% said they would make a marketing change on their farm, 53% said they would make a change to improve labor efficiency, 47% stated they were going to change their nutrient management practices, and 42% say they will change their pest management practices. On the Food Safety/GAPS Farm Walk, half the respondents intended to make changes to improve food safety on their farm. Over 89% of Farm Walk evaluation respondents plan to attend another farm walk in the future. For the Cultivating Success course respondents, over 90% stated that the courses would influence their future actions. In the Sustainable Small Farming and Ranching course, 83% of respondents have developed or improved a whole farm plan to guide their operation. In the Business Planning course, over 92% of respondents said they had developed or improved a working farm business plan to guide their operation. In the cover crop course, 62% planned to increase use of winter cover crops.

. 31% of evaluation respondents plan to start farming.

We have not tracked the rest of the outcome measures yet.

PUBLICATIONS: 2009/09/01 TO 2010/08/31

0 publications reported this period