

Economic Impacts of Beginning Farmers: Why is this important?

- Justify investment
- Recruit young farmers
- Ag. Is the foundation of economic growth
- Preserving land
- Giving validity to the movement
- Making policy argument for redistributing resources
- Increase visibility of this movement to existing farmers
- Increase credit
- Increase government dollars
- Being able to talk with legislators and town planning

What do we need to know?

- Quantify (positive externality) impact of farms socio-cultural, community programs, 2nd, third tier impact, quality of life
- Value/impact of social networks (retention value)
- How many dollars of health care \$ reduction
- \$ farmers spending locally
- # of jobs (full/ part, seasonal...) created on and off farm
- When do farmers start becoming profitable
- Local \$ retained

- Effect of increase farms to government services (quantify effect) “community tax profit”
- Long term return on investment on incubator farms
- Net Revenue per acre/ sq ft.
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What do we need to demonstrate?

- Value of unmet demand for local product
- What is projected growth
- Impact of gross sales at different scale (farmer, family, community)
- Profit per acre according to scale
- Number of new farmers we need to maintain rural landscapes, food!
- Costs of input by scale/operation
- Retention/attrition, development process of creating new farmers
- Viability of farms as a business
- How farms effect health care costs
- How training programs effect retention

What are you doing now?

- Not enough food to meet demand
- Hobby vs. business, assess what is generated as family income...own use vs. selling
- Analysis of horse industry, will look at other farm sectors in county
- After bf classes, after 6 months, ask how much \$ you have spent on your farm?
- Track impact of loans (2 yr) operations grown or changed
- Market survey for farmers market (customers...)
- Yields per acre
- Track \$ generated per farmer/per market

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