



New Entry Incubator Alumni Survey Introduction

New Entry Incubator Alumni Survey

Due to the EU General Data Protection Regulation (GDPR), we are regrettably unable to offer you the chance to take this survey. We thank you for your consideration and your willingness

to participate.

You are being asked to volunteer in a research study. Please find below information about this research for you to carefully consider when deciding about whether or not to participate. Please ask questions about any of the information you do not understand before you decide whether to participate.

What is this study about?

Researchers at Tufts University are conducting a study of New Entry incubator farmers. The purpose of the research is to evaluate how well the program is meeting its desired outcomes. You are being asked to participate because you are an alumni of the New Entry incubator. Your participation in the survey is expected to last about 15 to 40 minutes.

What will happen during this research?

If you agree to be in this research, your participation will include filling out this survey. Only if you indicate during the survey that you wish to be contacted for participation in a focus group will you be contacted again about the research.

What will you do to protect my privacy?

The results of the study may be published. We will take measures to protect your privacy and confidentiality. Your name and any other information that could identify you will not be published or shared outside of the research team or New Entry staff. Despite taking steps to protect your privacy, we can never fully guarantee your privacy will be protected. Individuals and organizations responsible for conducting or monitoring this research may be permitted access to and inspect the research records. This includes Tufts Social, Behavioral & Educational Research Institutional Review Board (Tufts SBER IRB).

What are the risks or discomforts associated with this research?

A risk associated with the research is a breach of confidentiality. This is very unlikely given the extensive measures that will be taken to ensure it will be kept confidential.

How might I benefit from this research?

Personal benefits from this research are that the responses will help the New Entry Farmer Training team shape some of their offerings to current incubator farmers and survey participants (alumni).

What is the compensation for the research?

You will not receive any compensation for your participation in this survey.

Is my participation voluntary, and can I withdraw?

Taking part in this research study is your decision. Your participation in this study is voluntary. You do not have to take part in this study, but if you do, you can stop at any time. Your decision whether to participate will not affect your relationship

with New Entry Sustainable Farming Project. You have the right to choose not to participate in any study activity or completely withdraw from continued participation at any point in this study without consequences. If you withdraw from the study before completing 10% of the survey, the data collected to the point of withdrawal will be deleted. If you withdraw after that point, it will be used in aggregate analysis.

Can I be removed from the research without my OK?

We can remove you from the research study without your approval if you start the survey but complete less than 10% of the survey.

Who do I talk to if I have questions?

If you have questions or concerns contact the research team at:

Kevin Cody

kevin.cody@tufts.edu

970 212-6279

An Institutional Review Board (“IRB”) is overseeing this research. An IRB is a group of people who perform independent review of research studies to ensure the rights and welfare of participants are protected. If you have questions about your rights or wish to speak with someone other than the research team, you may contact:

Tufts Social, Behavioral, and Educational Research IRB
75 Kneeland Street, Suite 623
Boston, MA 02111
617.627.8804
SBER@tufts.edu

I have read and considered the information presented in this form. I confirm that I understand the purpose of the research and the study procedures. I understand that I may ask questions at any time and can withdraw my participation without prejudice.

- Yes, I wish to participate.
- No, I do not wish to participate.

Thank you for taking this survey, which assesses the impacts of the New Entry Sustainable Farming Project Farm Incubator Program. The insights you share not only help improve New Entry program offerings but could also be used to advocate for policies that benefit beginning farmers. Your participation is incredibly valuable and greatly appreciated.

In the sections that follow, you will be asked about 1) general participation in the Incubator Program, 2) post incubator experiences in agriculture and/or food systems, 3) experiences while on the incubator, 4) experiences operating a farm business (as appropriate) and 5) demographic information.

Would you prefer taking this survey in a language other than English?

If yes, you will be contacted by a New Entry staff person who will arrange to have a translator administer the survey in your preferred language over the phone.

- Yes
- No

Please provide the best contact information to schedule an interview with a translator:

Your responses to the questions that follow will describe your **general participation in the Incubator Program.**

Name:

How did you first hear about the New Entry Incubator program (hereafter "the incubator")?

- Family
- Friends
- New Entry Communication (email, Facebook post, etc)
- Community organization
- Other, please explain
- I do not remember how I first heard about the incubator

What year did you start farming on the incubator?

How many full seasons did you complete on the incubator?

How many years of farming or farming related experience did you have prior to coming on the incubator?

Post Incubator Farming Experiences

Your responses to the questions that follow will describe your **post incubator experiences in agriculture and/or food systems.**

When you completed the incubator program, was your goal to continue operating a farm business?

- Yes
- No
- Not sure

What were your goals upon completing the incubator program?

How satisfied are you with the progress you have made towards achieving your goals?

- Extremely satisfied
- Somewhat satisfied
- Neither satisfied nor dissatisfied
- Somewhat dissatisfied
- Extremely dissatisfied

Why were you dissatisfied with your achievements?

Do you currently **operate a farm** business?

- Yes
- No

Have you **operated a farm** business for any amount of time since leaving the incubator?

- Yes
- No

How many years have you worked as an **operator of a farm** business since leaving the incubator?

How many different farm businesses have you operated?

Describe your experiences with **land** for the farm businesses you have operated. Please indicate the duration of time you

rented, owned, or had informal access to land, and if this has changed over time.

What are the predominate reasons you no longer operate a farm business? *Please select all that apply.*

- Barriers in accessing land
- Barriers in accessing financial resources
- Barriers in accessing markets
- Barriers in accessing labor
- Barriers in production skills
- Other, please explain

Do you hope to operate a farm business in the future?

- Yes
- Maybe
- No

What barriers do you face in starting your farm business?
Please select all that apply.

- Access to land
- Access to financial resources
- Access to markets
- Access to labor
- Production skills
- Other, please explain
- I do not face any barriers

What barriers do you face in continuing the operation of your farm business? *Please select all that apply.*

- Access to land
- Access to financial resources
- Access to markets
- Access to labor
- Production skills
- Other, please explain
- I do not face any barriers

Please describe what you believe to be the most significant challenges to sustaining a farm business.

How important are the following topics to running a successful farm business?

	Extremely important	Very important	Moderately important	Slightly important	Not at all important
Training and technical assistance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to resources like grants and loans	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to resources like land and equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Support from social network of farmers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Support from community members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Do you currently work as a **farm manager**?

- Yes
- No

Have you worked as a **farm manager** for any amount of time since leaving the incubator?

Yes

No

How many years have you worked as a **farm manager** since leaving the incubator?

How many different farms have you worked on as a **farm manager**?

Do you currently work as an **employee of a farm**?

- Yes
- No

Have you worked as an **employee of a farm** for any amount of time since leaving the incubator?

- Yes
- No

How many years have you worked as an **employee of a farm** since leaving the incubator?

How many different farms have you worked on as an **employee**?

Since graduating from the New Entry incubator have you done any **paid work** related to agriculture and/or food systems?

- Yes
- No
- Not sure

Please list any **paid work** you have done related to agriculture and/or food systems.



Since graduating from the New Entry incubator have you done any **volunteer activities** related to agriculture and/or food systems?

For example, have you volunteered with a food access organization, organized community meals, served on a sustainability related non-profit board of directors, etc.

- Yes
- No
- Not sure

Please list any **volunteer activities** you have done related to agriculture and/or food systems.

Since graduating from the Incubator Program have you done any **personal activities** related to agriculture and/or food systems?

For example, have you grown food in your backyard, encouraged friends to grow food without pesticides, helped people start personal gardens, etc.

- Yes
- No
- Not sure

Please list any **personal activities** you have done related to agriculture and/or food systems.

Did your time on the incubator prepare or serve you in any way for your **paid work, volunteer, or personal activities** in agriculture and/or food systems?

- Yes
- No
- Not sure

How did the incubator prepare or serve you for your **paid work, volunteer, or personal activities** in agriculture and/or food systems?



Short Term Outcomes

Your responses to the questions that follow will describe your **experiences while on the incubator.**

In this section, please rate **how useful the following experiences on the incubator** have been for any of your

paid work, volunteer, or personal activities in the food system:

	Not at all useful	Slightly useful	Moderately useful	Very useful	Extremely useful
Technical assistance from Farm Manager	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to land on the incubator	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to markets (ex. Food Hub/World Peas)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to equipment (ex. tractor)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to infrastructure (ex. cold storage, wash station)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

What could New Entry have done to improve your experience with technical assistance from the farm manager?



What could New Entry have done to improve your experience accessing the incubator land?



What could New Entry have done to improve your experience accessing markets to sell your products?



What could New Entry have done to improve your experience with equipment on the incubator?

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What could New Entry have done to improve your experience with infrastructure on the incubator?

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In this section, please rate your **increase in knowledge during your time on the incubator** for each of the following:

	No increase	Slight increase	Moderate increase	High increase	Extremely high increase
Crop production	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Managing financial records	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Marketing your products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accessing land	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accessing financial resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Operating farm equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Managing farm labor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

What would have helped you gain more knowledge on crop production?

What would have helped you gain more knowledge on managing financial records?

What would have helped you gain more knowledge on marketing your products?

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What would have helped you gain more knowledge on accessing land?

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What would have helped you gain more knowledge on accessing capital?



Select the extent to which you agree or disagree with the following statements about your experience on the incubator.

The New Entry incubator opportunity made it possible for me to start my farm business.

- Strongly agree
- Somewhat agree
- Neither agree nor disagree
- Somewhat disagree
- Strongly disagree

Training and technical assistance I received on the incubator helped me sustain my farm business after leaving the incubator.

- Strongly agree
- Somewhat agree
- Neither agree nor disagree
- Somewhat disagree
- Strongly disagree

I formed social networks with other farmers as a result of my time on the incubator.

- Strongly agree
- Somewhat agree
- Neither agree nor disagree
- Somewhat disagree
- Strongly disagree

I formed relationships with other agricultural service providers (like USDA agencies or non-profit organizations) as a result of my time on the incubator.

- Strongly agree
- Somewhat agree
- Neither agree nor disagree
- Somewhat disagree
- Strongly disagree

IMPORTANT: Please go back and review all of your responses so far. You will not be able to change them after you proceed to the next section.

Farm Operations

Your responses to the questions that follow will describe your **experiences operating a farm business**.

Please answer the following questions to the best of your ability for the **most successful year you operated a farm business** (success can be defined in your own terms, not necessarily only financial success).

Please select the choice that best reflects your land access.

- I owned my own farmland.
- I rented my own farmland.
- I farmed for an organization that owns farmland.
- I farmed for an organization that rents farmland.
- I, or the organization I farmed for, have/had access to farmland without a formal agreement.
- Other, please explain

How many years had you been farming on this land?

How many acres were you actively farming (including any land in cover crops)?

What were your gross farm sales? (Gross farm sales is the total revenue earned before deducting any expenses)

What kinds of production did you engage in? (Select all that apply).

- Mixed vegetable
- Grain (for human consumption)
- Grain/forage for livestock
- Livestock
- Orchard
- Value-added
- Other, please explain

How would you describe your growing practices? For example, certified organic, organic, sustainable or regenerative.

Which of the following did you consider a **primary** market outlet? *Please select all that apply.*

- CSA/buying club

- Farmer's market
- Restaurants
- On farm/farmstand
- Food hub
- Institution (i.e., schools, retirement centers, hospitals)
- Grocery stores
- Other, please explain

Which of the following did you consider an **occasional** market outlet? *Please select all that apply.*

- CSA/buying club
- Farmer's market
- Restaurants
- On farm/farmstand
- Food hub
- Institution (i.e., schools, retirement centers, hospitals)
- Grocery stores

Other, please explain

Please select the types of financial assistance, if any, you applied for.

	Financial Assistance	
	Applied	Received
Loans	<input type="checkbox"/>	<input type="checkbox"/>
Grants	<input type="checkbox"/>	<input type="checkbox"/>
Personal (family/friends)	<input type="checkbox"/>	<input type="checkbox"/>
Crowdfunding	<input type="checkbox"/>	<input type="checkbox"/>
Other, please explain <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>

What agency or organization provided the grant or loan opportunity?

What barriers did you face applying for and accessing financial assistance? If you did not face any barriers, please indicate this.

Please select the types of technical assistance programs, if any, you accessed.

- Non-profit organization or program
- State program
- Federal program
- Consultants

Other, please explain

What barriers did you face accessing technical assistance? If you did not face any barriers, please indicate this.

Which of the following types of community organizations were you involved with? *Please select all that apply.*

- Farmer networks
- Food policy organizations
- Sustainable agriculture organizations
- Other
- None

Please describe these community organizations in more detail.



Please describe the activities of these community organizations in more detail.



What goals do you have for next season (2021)? Please select all that apply.

- Increase sales
- Maintain prior years sales and rproduction
- Expand production
- Diversify markets
- Improve production skills
- Increase profitability
- Acquire or expand farmland or production space
- Acquire organic certification
- Improve nutrient management
- Improve food safety
- Improve record-keeping skills
- Better understand how to manage risk
- Other

Is there any support New Entry could provide to help you achieve your goals?



Demographics

Your responses to the questions that follow will describe your **demographics.**

Are you a United States veteran?

- Yes
- No

What best describes your gender identity?

- Female
- Male
- Non-binary
- Transgender
- Other (specify)
- Prefer not to say

What is your age?

What is the highest level of education you have completed?

What is your ethnic background? *Select all that apply.*

- Black or African American
- American Indian or Alaska Native
- Asian
- White
- Hispanic/Latino
- Native Hawaiian or Pacific Islander
- Other

Which of the following would you identify as?

- Born in United States
- Born in another country

Which primary language do you speak at home?

Which social class would you place yourself in?

- Wealthy
- Upper-middle class
- Middle class
- Low income
- Don't know

Describe your social class when you were growing up:

- Wealthy
- Upper-middle class
- Middle class
- Low income
- Don't know

Lastly, would you be willing to participate in an online focus group with other incubator alumni to talk about your

experiences? You would receive \$80 for your participation in the focus group which will take approximately 1 hour.

If you select yes, a staff person from New Entry will contact you about scheduling the focus group.

- Yes
- No

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