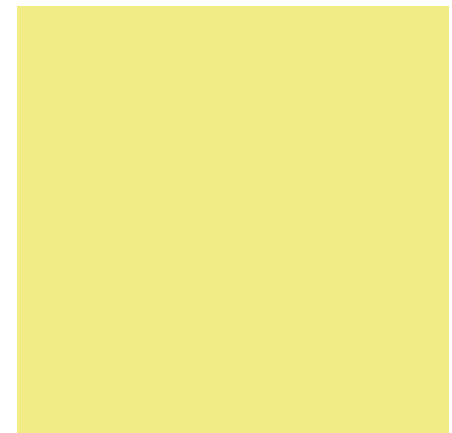




Capitalizing the Incubator Farm



Tractors, Tools, and Toys

How to get the Incubator Site ready to “incubate” new farmers? Funding? What to buy? How to prioritize purchases or what to subcontract and/or do yourself.

+ Incubator Infrastructure

■ Shared sites *need*:

- Acreage to support/expand
- Parking
- Water access (irrigation)
- Potable Water / Wash up
- Equipment & Supplies Storage
- Bathrooms

■ Shared site *wish list*:

- Electricity (required depending on irrigation)
- Greenhouse (heat/fuel)
- Cooling/Cold Storage
- Meeting Space
- Fencing
- Barns
- Vehicles...and more equipment....



+ DIY vs. Hired Contractors



- Decisions:
 - DIY
 - Hire Locals
 - Farmers Responsible
 - Combo?
- Pros/Cons
- Costs



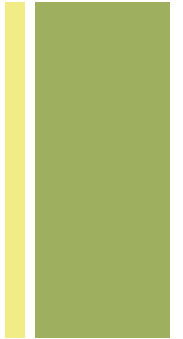
+ Funding Incubator Farms

- Staffing (>\$48K + benefits)
 - Farm Management (10-20 hrs/week)
 - TA Coordinator (10-20 hrs / week)
 - Volunteer Days (6-12 / year; groups)
 - Interns (1-2 / season)
- Annual Farm Mgmt Costs: (> \$19K)
 - Bad News....hardest \$ to find
- Fee for Service / Income (\$4,000 in 2012)
- USDA Cost Share Programs
 - NRCS: EQIP, AMA
 - Habitat Restoration Programs
- Foundation Support – capital equipment
- Incorporate “Training Supplies” in budgets





2012 New Entry Fees and Services



- Land Rental: \$665 / acre
 - Includes: spring/fall land prep, fall cover crop, pH / field scale nutrient balance, access to irrigation & electricity, sanitary facilities, limited storage, fall cover crop seed, greenhouse access*
- Equipment Fee: \$150 / season
 - Includes: BCS rototiller + attachments (does not include fuel, oil changes and misuse repairs), hand tools, seeder, sprayer, flame weeder, wheel barrows
- Pesticide Fee: \$55 / season
 - Includes: OMRI-approved pesticides as determined by TA
- Cooler Fee: \$25 / season (1 shelf space)
- Custom Tractor Work: \$ 45-65 / hour (raised beds, plastic mulch, custom rototilling, etc.)
- Technical Assistance Fee: \$25/hr or 1 hr weekly pkg \$300/season