

Cornell Cooperative Extension | Agricultural Technical Assistance
Farm Readiness Assessment & Farm Intake Form

1 Contact Information

Name: _____ Phone: _____ Email: _____

Farm / Operation Name: _____ Town: _____ County: _____ ZIP: _____

Preferred contact: Call Text Email

Before we get started — is this property used primarily for commercial or working agricultural purposes?

- Yes — it is an active or developing farm / agricultural operation
 No — it is used for personal, hobby, or residential purposes only

If No: Our technical assistance program is designed for commercial agricultural operations. We are happy to connect you with our Horticulture Department, educational resources, fact sheets, and programs that may be a better fit.

2 Property & Land Use

2a. Total acreage:

- <1 ac 1–4 ac 5–9 ac 10–49 ac 50–99 ac 100+ ac Own Lease Both Neither

2b. Ownership:

2c. Primary land use — select ALL that apply:

- | | | |
|--|---|--|
| <input type="checkbox"/> Commercial crops | <input type="checkbox"/> Commercial livestock / poultry | <input type="checkbox"/> Commercial dairy |
| <input type="checkbox"/> Market garden / vegetables | <input type="checkbox"/> Orchard / fruit / viticulture | <input type="checkbox"/> Maple / agro-forestry |
| <input type="checkbox"/> Equine (breeding, boarding, training) | <input type="checkbox"/> Hay / forage for sale | <input type="checkbox"/> Timber / forest products |
| <input type="checkbox"/> Hobby / personal use only | <input type="checkbox"/> Vacant / undeveloped | <input type="checkbox"/> Residential only — no agriculture |

2d. Infrastructure present — select ALL that apply:

- | | | |
|--|---|--|
| <input type="checkbox"/> Tillable cropland | <input type="checkbox"/> Permanent pasture / hay ground | <input type="checkbox"/> Livestock housing / barn / coop |
| <input type="checkbox"/> Greenhouse / high tunnel | <input type="checkbox"/> Grain or feed storage | <input type="checkbox"/> Farm equipment / tractor(s) |
| <input type="checkbox"/> On-farm processing facility | <input type="checkbox"/> Irrigation system | <input type="checkbox"/> None of the above |

3 Commercial Status & Farm Registration

3a. Do you sell agricultural products or services?

- Yes — regularly Yes — occasionally
 No — personal/family use only
 Not yet — planning to sell within 12 months

3b. Approximate gross farm sales last year:

- \$0 \$1–\$999 \$1k–\$9,999
 \$10k–\$49,999 \$50k–\$249,999 \$250k+

3c. Do you file a Schedule F (Farm Income & Expenses) with your federal tax return?

- Yes
 No
 Not yet, but I intend to
 Unsure — we can discuss

3d. How would you describe farming in your life?

- It is my primary occupation and main income source
 It is a secondary income alongside an off-farm job
 I am transitioning into farming full-time
 It is a personal pursuit — I do not rely on it for income

3e. Years in agricultural production:

- Planning only First year 2–3 yrs
 4–10 yrs 11–25 yrs 25+ yrs

3f. Registered / enrolled in any of the following?

- FSA farm number Ag Assessment NRCS program

4 Enterprise Detail

4a. Livestock present — check all that apply: *(if None, skip to 4b)*

- Beef cattle
- Dairy cattle
- Sheep
- Goats (meat)
- Goats (dairy)
- Swine
- Meat poultry
- Laying hens
- Horses / equine
- Rabbits
- Bees / apiary
- None

Approx. total head / units: _____ **Breeding vs. market split:** _____

4b. Crops — check all that apply: *(if None, skip to Section 5)*

- Field corn / silage
- Small grains
- Soybeans
- Hay / forage
- Vegetables (field scale)
- Vegetables (market garden)
- Tree fruit
- Small fruit / grapes
- Maple
- Hemp / specialty crops
- Christmas trees / nursery
- Flowers/herbs

Acres in crop production: _____ **Marketing channels:**

Farmers market Farm stand CSA Wholesale Restaurant Auction Co-op Online

5 Farm Readiness Assessment

These responses directly inform the visit decision — answer honestly, there are no wrong answers.

Records, Planning & Compliance	Yes / No / Unsure
Do you have a current farm business plan or written production goals?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Do you keep records of farm income and expenses?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Do you have soil test results from the past 3 years?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Do you have a veterinarian relationship and herd/flock health records? (if no livestock, skip)	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Do you have an FSA farm number (USDA farm registration)?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Are you aware of required permits or licenses for your operation?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Do you carry farm liability insurance?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure

Resources & Commitment	Yes / No / Unsure
Do you have capital or financing available to act on recommendations?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Are you aware of USDA NRCS cost-share programs (EQIP, CSP)?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Have you attended ag training, workshops, or educational programs in the past 3 years?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Do you have a specific, defined question or project for this visit?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure

6 Technical Assistance Request

6a. Areas where you need help — select ALL that apply:

- Tractor & equipment safety
- Livestock behavior & safe handling
- FAMACHA / parasite management
- BQA (Beef Quality Assurance)
- Herd / flock health planning
- Pasture & grazing management
- Nutrient management / soil health
- Crop production practices
- Pest & disease management
- Farm business planning
- Farm financial analysis
- Beginning farmer orientation
- Grant & funding opportunities
- Conservation practice planning
- Food safety / GAP
- Direct marketing / value-added
- Record keeping systems
- Succession planning
- Infrastructure / facility planning
- Other (describe below)

6b. Main problem or question — describe in your own words: