

This document is for reviewing the questions ahead of time only. Do not submit this PDF. All applications must be submitted online through the link on the website.

2027 Beginner Farm Mentorship Application

(Existing Farms)

Name of Farm Business _____

Name of Principal Contact _____

Mailing Address _____

Farm Address _____

Phone Number _____

Email _____

1. Are you a Farmer Veteran?

☐ Yes

☐ No

2. Do you have at least 2 years of experience in farming? Farm experience can mean owning your own farm operation or working at a farm. You must have farm experience in order to participate in this program.

☐ Yes

☐ No

3. How many years of farming experience do you have?

4. Do you currently own, rent or lease land? You must have access to land at the start of this program in order to qualify for the program.

☐ Own

☐ Rent

☐ Lease

☐ I do not own, rent or lease land

5. Do you have a business plan for your farm operation?

☐ Yes. I will attach to the application

☐ Yes. I will email to beginnerfarmer@cornell.edu

☐ No

6. Is this a new start-up (less than 1 year) or an existing farm business?

☐ Start-Up

☐ Existing Farm Business

7. Number of years in business

8. Goods and/or services provided

9. Tell us about your farm operation as it currently runs, farm production practices, and what you see for 2027. Make sure to answer both parts of this question, so we can understand your vision.

10. How do you sell and market your product(s)?

11. What would you like to accomplish in the next 3-5 years?

12. Why do you want to be in the 2027 Mentorship Cohort?

13. How would you plan to utilize the stipend to support your farm business?

14. Farm Business Skills Assessment: This checklist will help us understand your current farming and farm business skills and identify areas where additional support may be beneficial. If accepted into the program, your responses may be used to help match you with a mentor whose experience aligns with your goals. Please rank the skills you would like support with.

Business Management

- _____ Goal Setting
- _____ Market Research
- _____ Developing production, marketing & financial plans
- _____ Choosing a business structure
- _____ Obtaining credit or capital
- _____ Obtaining permits, licenses, and insurance
- _____ Setting up bookkeeping & record-keeping systems

Managing Farm Labor

- _____ Preparing seasonal labor & farm safety plans
- _____ Training & supervising workers
- _____ Complying with state & federal labor regulations
- _____ This does not apply to my farm business

Managing Tools, Equipment & Supplies

- _____ Fabricating new tools & equipment
- _____ Maintaining & repairing tools & equipment
- _____ This does not apply to my farm business

Maintaining Farm Infrastructure

_____ Building infrastructure (e.g. barns, greenhouses, fences)

_____ Maintaining & repairing infrastructure

_____ This does not apply to my farm business

Managing Production

_____ Managing Soil Fertility

_____ Managing pests, weeds & diseases

_____ Responding to unpredicted weather (e.g. drought, hail)

_____ Implementing conservation practices

_____ This does not apply to my farm business

Raising Livestock (if applicable)

_____ Managing pastures

_____ Feeding & watering animals

_____ Monitoring & treating animal health problems

_____ Milking, slaughtering & other harvest & processing tasks

_____ Managing manure

_____ This does not apply to my farm business

Raising Crops (if applicable)

_____ Preparing a crop production plan

_____ Operating equipment & implements safely

_____ Seeding, planting & harvesting

_____ Post-harvest handling & storage

_____ This does not apply to my farm business

Farm Food Safety

- _____ Record keeping compliance
- _____ Creation & implementation of Farm Food Safety Plan
- _____ Become "Good Agricultural Practices" (GAP) audited
- _____ Wholesale market readiness
- _____ Create a safety plan for farm worker health & hygiene
- _____ This does not apply to my farm business

Marketing

- _____ Choosing marketing strategies
- _____ Developing promotional materials, advertising
- _____ Adapting quickly to sudden changes

Annual Farm Business Review & Re-Planning

- _____ Preparing financial statements & tax forms
- _____ Reviewing & analyzing records
- _____ Revising whole farm plan

Accessing USDA, State & County Programs

- _____ Establishing a Farm ID number with the Farm Service Agency
- _____ Applying to financial assistance programs with the Natural Resources Service (NRCS) and Farm Service Agency (FSA)
- _____ Establishing connection with County Soil & Water Conservation District
- _____ Understanding county and other financial assistance programs

Please use the space below to share any additional information you would like the review committee to consider when evaluating your application.

Please review the requirements of the Mentorship Program as listed on the CCE Sullivan Beginner Farmer Mentorship Program web page.

(www.sullivancce.org/agriculture/mentorship-program)

I acknowledge that I have read and understand the requirements and expectations of the CCE Sullivan Mentorship Program. By signing below, I certify that the information provided in this application is accurate to the best of my knowledge and, if accepted, I agree to actively participate in and fulfill the program requirements
