

THANKS FOR YOUR INTEREST IN THE NEW FARMER PROJECT!

PLEASE NOTE THAT THE NEW FARMER PROGRAM IS NOT FULLY ACTIVE RIGHT NOW DUE TO BUDGETARY AND STAFFING REDUCTIONS PRIMARILY AFFECTING THE MENTORSHIP AND LAND MATCHING COMPONENTS. HOWEVER, YOU MAY STILL SUBMIT THIS APPLICATION AND OUR OFFICE WILL PROVIDE YOU WITH ALL OTHER AVAILABLE ASSISTANCE INCLUDING THE TRAININGS.

WE'VE LEFT THIS AS A WORD DOCUMENT, SO THAT YOU CAN ENTER YOUR ANSWERS AND PRINT IT OUT.

IF YOU HAVE QUESTIONS, YOU MAY EMAIL JACQUELINE ARNOLD AT JACQUELINE.ARNOLD@MONTGOMERYCOUNTYMD.GOV .

APPLICATION PROCEDURE

APPLICANT WILL SUBMIT MATERIALS TO THE MONTGOMERY COUNTY, OFFICE OF AGRICULTURE (OAG) FOR REVIEW.

ADVISORS/OAG WILL REVIEW THE APPLICATION AND THEN CONTACT YOU TO PROVIDE YOU WITH ASSISTANCE WHERE NEEDED.

THE RATINGS FOR THE MENTORSHIP ASPECT OF THE PROGRAM (WHEN AVAILABLE) WILL BE BASED ON THE FOLLOWING CRITERIA:

- THOUGHTFUL ENTERPRISE CONCEPT THAT DEMONSTRATES A GOOD MARKET OPPORTUNITY
- YEARS(S) FARM EXPERIENCE
- WORK HISTORY/REFERENCES
- HOW AGRICULTURE/HORTICULTURE TRAINING WILL SUPPORT FUTURE BUSINESS PLANS
- PERSONAL CAPACITY TO TAKE RISK: RESOURCES TO COVER LIVING EXPENSE
- AWARENESS OF SUSTAINABLE FARMING PRINCIPLES

MONTGOMERY COUNTY HAS THE ABILITY TO ACCEPT OR DENY ANY AND ALL APPLICANTS AND ALL INFORMATION PERTAINING TO NEW FARM BUSINESSES WILL REMAIN CONFIDENTIAL THROUGHOUT THE PROCESS.

LAND MATCHING (WHEN AVAILABLE)

LANDOWNERS WILL ASSESS THE COMPATIBILITY OF THE APPLICATIONS IN RELATION TO THEIR PROPERTIES:

- EQUIPMENT AND RESOURCE USE COMPATIBILITY WITH EXISTING LAND USE
- TRAFFIC AND LAND USE ISSUES
- FINANCIAL AND SOCIAL GOALS

CONTRACT/LEASE WILL BE NEGOTIATED AND SIGNED BY NEW FARMER AND LANDOWNER. (PLEASE NOTE THAT MONTGOMERY COUNTY WILL NOT BE A PARTY TO THE LEASE AGREEMENT.)

NEW FARMER PROJECT
MONTGOMERY COUNTY, MD
APPLICATION

BUSINESS NAME, IF APPLICABLE:

NAME(S) OF PROPOSED BUSINESS OWNER(S):

PRIMARY CONTACT PERSON:

ADDRESS:

PHONE:

EMAIL:

1. PLEASE DESCRIBE THE BUSINESS YOU WISH TO ESTABLISH IN MONTGOMERY COUNTY. TELL US WHAT CROP(S) LIVE GOODS OR LIVESTOCK YOU PLAN TO GROW, APPROXIMATELY WHAT SIZE YOU THINK YOUR FARM WILL BE, ETC.:

2. WHY DO YOU THINK THERE IS A DEMAND FOR YOUR PRODUCT(S), AND HOW DO YOU PLAN TO MARKET/THEM?

3. TELL US ABOUT YOUR EXPERIENCE FARMING.

4. WHEN ARE YOU INTERESTED IN STARTING YOUR FARM BUSINESS?

5. DO YOU PLAN TO USE ORGANIC OR SUSTAINABLE PRACTICES? IF SO, HOW WELL-VERSED ARE YOU IN THE PRINCIPLES? DO YOU PLAN TO BECOME A CERTIFIED ORGANIC FARM?
6. DO YOU HAVE A WRITTEN BUSINESS PLAN, OR DO YOU NEED ASSISTANCE DEVELOPING ONE?
7. DO YOU NEED TO RENT LAND? IF SO, HOW MUCH LAND? WHAT TYPES OF SITE INFRASTRUCTURE WILL YOU NEED (WATER, ELECTRIC, ETC.) AND HOW DO YOU PLAN TO FINANCE IT?
8. DO YOU NEED TO BUY OR RENT EQUIPMENT? WHAT KIND? DO YOU HAVE EXPERIENCE MAINTAINING/REPAIRING EQUIPMENT?
9. WHAT OTHER TYPES OF TECHNICAL/MARKETING ASSISTANCE DO YOU NEED TO GET STARTED?
10. DO YOU LIVE IN, OR PLAN TO LIVE IN, MONTGOMERY COUNTY? DO YOU HAVE ACCESS TO TRANSPORTATION?

OPTIONAL & CONFIDENTIAL DEMOGRAPHIC INFORMATION

GENDER: ___ FEMALE ___ MALE AGE ___

WHAT IS THE HIGHEST DEGREE OR LEVEL OF SCHOOL YOU HAVE COMPLETED? IF CURRENTLY ENROLLED, MARK THE PREVIOUS GRADE OR HIGHEST DEGREE RECEIVED.

☐ NO SCHOOLING COMPLETED

☐ NURSERY SCHOOL TO 8TH GRADE

☐ 9TH, 10TH OR 11TH GRADE

☐ 12TH GRADE, NO DIPLOMA

☐ HIGH SCHOOL GRADUATE - HIGH SCHOOL DIPLOMA OR THE EQUIVALENT (FOR EXAMPLE: GED)

- ☐ SOME COLLEGE CREDIT, BUT LESS THAN 1 YEAR
- ☐ 1 OR MORE YEARS OF COLLEGE, NO DEGREE
- ☐ ASSOCIATE DEGREE
- ☐ BACHELOR'S DEGREE
- ☐ MASTER'S DEGREE
- ☐ PROFESSIONAL DEGREE
- ☐ DOCTORATE DEGREE

ARE YOU CURRENTLY...?

- ☐ EMPLOYED FOR WAGES
- ☐ SELF-EMPLOYED
- ☐ OUT OF WORK AND LOOKING FOR WORK
- ☐ OUT OF WORK BUT NOT CURRENTLY LOOKING FOR WORK
- ☐ A HOMEMAKER
- ☐ A STUDENT
- ☐ RETIRED

PLEASE DESCRIBE YOUR WORK.

- ☐ EMPLOYEE OF A FOR-PROFIT COMPANY OR BUSINESS OR OF AN INDIVIDUAL, FOR WAGES, SALARY, OR COMMISSIONS
- ☐ EMPLOYEE OF A NOT-FOR-PROFIT, TAX-EXEMPT, OR CHARITABLE ORGANIZATION
- ☐ LOCAL GOVERNMENT EMPLOYEE (CITY, COUNTY, ETC.)
- ☐ STATE GOVERNMENT EMPLOYEE
- ☐ FEDERAL GOVERNMENT EMPLOYEE
- ☐ SELF-EMPLOYED IN OWN NOT-INCORPORATED BUSINESS, PROFESSIONAL PRACTICE, OR FARM
- ☐ SELF-EMPLOYED IN OWN INCORPORATED BUSINESS, PROFESSIONAL PRACTICE, OR FARM
- ☐ WORKING WITHOUT PAY IN FAMILY BUSINESS OR FARM

ARE YOU: HISPANIC OR LATINO _____ AMERICAN INDIAN OR ALASKA NATIVE _____ ASIAN _____
 BLACK OR AFRICAN AMERICAN _____ NATIVE HAWAIIAN OR OTHER PACIFIC ISLANDER _____
 WHITE _____ OTHER _____

MENTORS FOR ENTREPRENEURS

QUALIFIED MENTORS WILL HAVE EXPERIENCE HELPING/TEACHING NEW FARMERS AND RUN SUCCESSFUL LOCAL FARMS. THE MENTORS WILL PROVIDE ADVICE AND COUNSELING FOR A MINIMUM OF ONE YEAR.

TRAINING

CLASSROOM TRAINING WILL OCCUR FROM JANUARY - MARCH EACH YEAR, AND WILL LIKELY BE HELD ONCE A WEEK IN THE EVENING.

EQUIPMENT TRAINING WILL OCCUR AS THE WEATHER PERMITS.

THE FOLLOWING ARE EXAMPLES OF TOPICS THAT MAY BE COVERED. THESE PROPOSED TOPICS CAN BE AUGMENTED DEPENDING ON THE NEEDS OF THE GROUP.

- THE IMPORTANCE OF CUSTOMER VALIDATION - DOES YOUR PROPOSED PRODUCT "FIT" THE LOCAL MARKET?
- MARKETING
- BUSINESS PLANNING & ENTERPRISE SELECTION
- SOILS & COMPOSTING
- AGRITOURISM
- VALUE-ADDED PRODUCTS
- EQUIPMENT & INFRASTRUCTURE
- FARM ACCOUNTING & TAXES
- BEST PRACTICES TO PREVENT FOODBORNE ILLNESSES
- ORGANIC CERTIFICATION
- EXTENDING THE FARMING SEASON (HIGH TUNNELS, HOOP HOUSES)
- INTEGRATED PEST MANAGEMENT

A HUGE THANK YOU TO UMD EXTENSION, WHO HAS AGREED TO PARTNER WITH US TO COORDINATE THESE TRAINING PROGRAMS, AS WELL AS ASSIST US WITH BUSINESS CONSULTING SERVICES FOR THE PROSPECTIVE FARMERS.

ALSO, SPECIAL THANKS TO THE MONTGOMERY SOIL CONSERVATION DISTRICT, MONTGOMERY COUNTRYSIDE ALLIANCE, AND ALL OF THE ESTABLISHED FARMERS IN THE COUNTY WHO SUPPORT THIS PROJECT.

THE NEW FARMER PROJECT IS COMMITTED TO SUSTAINABLE AGRICULTURAL PRACTICES...WE HOPE YOU ARE, TOO.