

# Resources Available for New and Beginning Farmers



FARM CREDIT EAST

By: Jacob Raleigh

## Resources Available



# GenerationNext

**Young, Beginning, Small** Farmer Incentive  
Program

# Vision for FarmStart

To enhance the successful startup of high-potential farm entrepreneurs.



## 1. Business Mentoring

- Direction of your farm business
- Planning techniques/strategies
- Budgeting

## 2. Provide Necessary Working Capital

- Up to a \$50,000 investment
- Generally for items which cannot be financed  
(such as seed, fertilizers, insurance, fuel etc.)





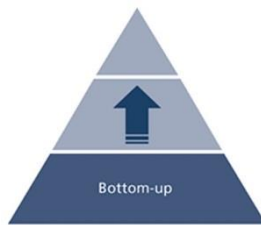
## FarmStart – What?

- Investment “Loan” up to \$50,000
  - For working capital purposes
  - Feet off of the ground
- Term?
  - 5 years maximum
  - Option to graduate to a conventional FCE loan
- Supervised Credit Concept
  - Credit can be a touchy subject
  - Our goal is to teach best management practices to ensure continued success in the future.
- In It for the Long Run



# FarmStart - What It Is NOT

- Grant Program
- For Purchasing Real Estate, Buildings or other Major Equip.
- Bailout for Poor Management Mistakes
  - Start from the beginning with continued forward progress



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- Tool for Intergenerational Transfer
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# GenerationNext

## GenerationNext



- **3 Day Seminar Series** geared towards...
  - Management development of today's young business leaders.
- **Day 1**
  - Identify areas of personal growth
  - Learn how to become a better boss
- **Day 2**
  - Using financial records to manage/develop your business.
- **Day 3**
  - Custom session focused on individual needs
    - Customer Service
    - Marketing
    - Pricing
    - Dealing with Change

## Young, Beginning, Small Farmer Incentive Program



- **Est. 1995**
  
- **Gives Benefits to those who are...**
  - Young (<35 yrs. old)
  - Beginning (<10 yrs. experience)
  - Small (annual gross sales farming <\$250,000)
  
- **Benefits include discounts on...**
  - Consulting
  - Appraisals
  - Tax Preparation
  - Farm Records



## For More Information

- **Contact Lynn Weaver**
- **Phone: (860)-774-0717**
- **[www.farmcrediteast.com](http://www.farmcrediteast.com)**



**FARM CREDIT EAST**

Farm  **Start**<sup>®</sup>  
seed capital,LLP

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