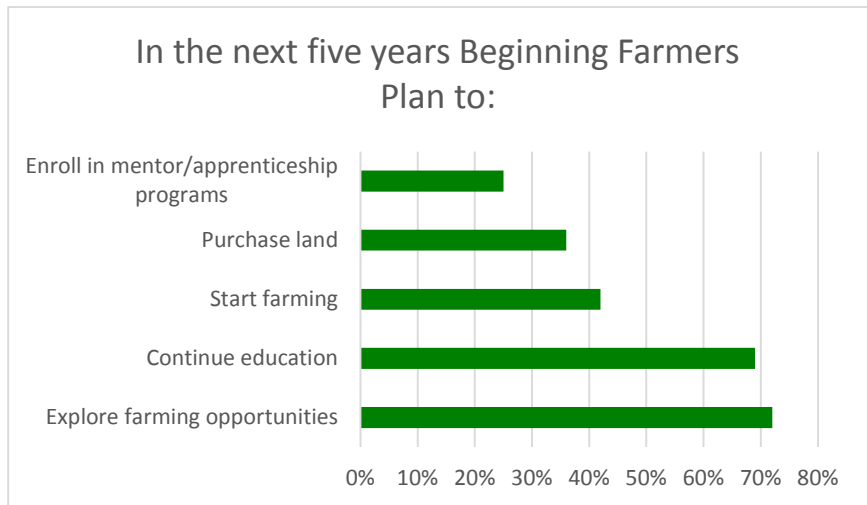




**Need** – Beginning Farmers are concerned most about:

1. Available farmland to rent or purchase
2. Access to credit and financing
3. Marketing assistance

*“Thankfully, many new farmers have a lot of passion, enthusiasm and drive to be successful “niche” farmers. Unfortunately, many struggle as new farmers because they do not have access to hands-on knowledge. This is by far the biggest challenge” - participant*



MD Beginning Farmer Needs Assessment, 2015

**Activities** – The Collaborative reaches Beginning Farmers through a variety of educational outlets with events throughout Maryland.

Beginning Farmers Reached – Y1 and Y2	
Education Initiatives	2,162
Coaching	576
Mentoring	22
Land Access	186
Apprenticeships	23
<b>TOTAL</b>	<b>2,969</b>



**Virtual** - The Beginning Farmer website was created in 2012 and has had over 17,000 page views. The site includes production information, resources, news, articles, events, mentoring, apprenticeships and much more. The site also includes links to our YouTube and FaceBook site. There are 16 videos posted with the most popular being *Introduction to Plasticulture and Drip Irrigation* with 503 views.



<https://www.facebook.com/beginningfarmersuccess>



<https://www.youtube.com/channel/UC1SZJWbeP7ISrYDw5uL-nsw>



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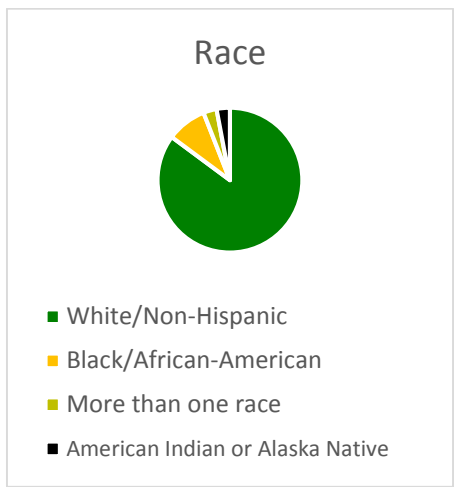
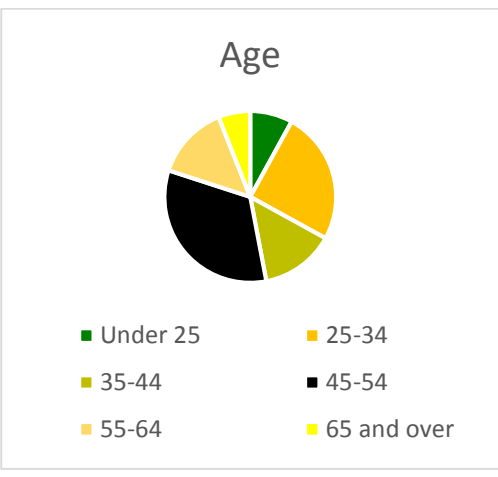
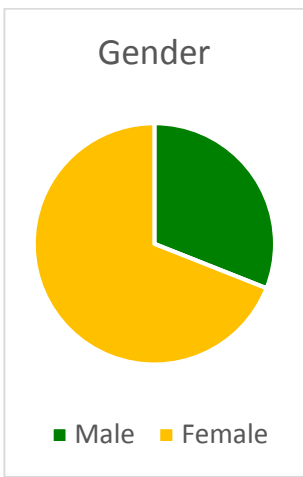


**SAIL  
AHEAD**



**Professional Development** – In 2014 the Maryland Project hosted a three day Beginning Farmer and Rancher Professional Development Meeting in partnership with USDA-NIFA. The meeting brought together over 30 project directors from around the United States.

**Project Demographics** - The project continues to reach a broad audience with a continued focus on underserved and limited resource audiences.

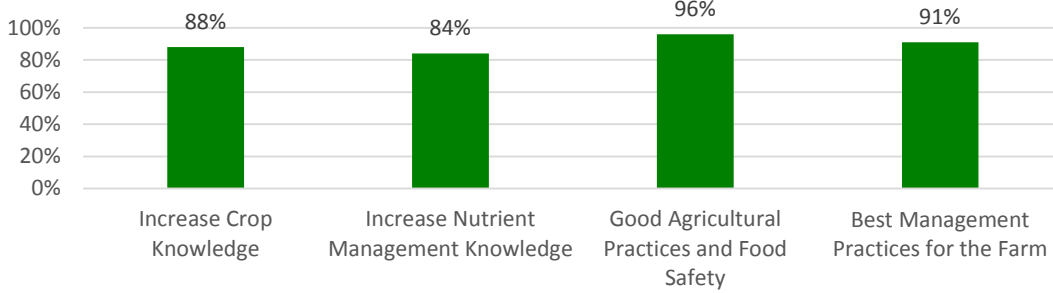


**Results** – The project measures success by evaluating participants following educational events to discover knowledge gained and intentions regarding business management, crop and livestock production. Results are used to measure goals, plan future events and determine the success of programs. Charts include selected data from evaluations in year 1 and year 2 for end of session and intentions following the program.

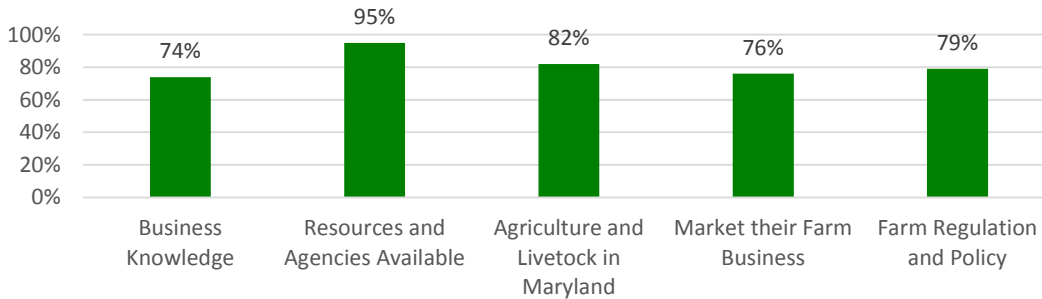
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# Results

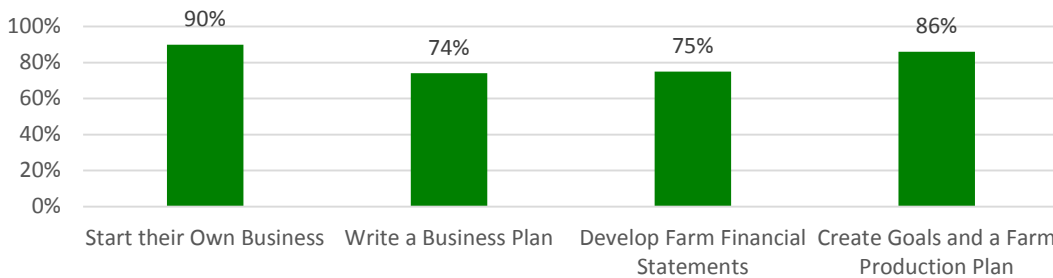
## End of Session - Crop Knowledge



## End of Session - Business Knowledge



## Intentions Following Session



**Participant Quotes** – *“I really admire the efforts put in by the University of Maryland Extension, Chesapeake Alliance for Sustainable Agriculture, and other organizations in Maryland, to support farmers. I do feel as if resources are available to me, and there is support if I need it.”* - 2014 participant

*“Broadened my perspective of opportunities outside of my area of experience as well as give me a good*



*feel about how realistic my business plan may be.”* – 2013 participant

*“Do the research, ask questions, if it doesn't work on paper...”* – 2013 participant



United States Department of Agriculture

National Institute of Food and Agriculture



Solutions in your community

*“This project was supported by the Beginning Farmer and Rancher Development Program of the National Institute of Food and Agriculture, USDA, Grant #2012-49400-19552. To find more resources and programs for beginning farmers and ranchers please visit [www.Start2Farm.gov](http://www.Start2Farm.gov), a component of the Beginning Farmer and Rancher Development Program.”*



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