

Business Planning

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Business planning can help alternative and sustainable agriculture entrepreneurs transform farm-grown inspiration into profitable enterprises. NCR-SARE funded research is helping farmers learn how to set goals, research processing alternatives, determine potential markets, and evaluate financing options. NCR-SARE has invested in research and education business planning projects to help achieve the sustainability of operations and to optimize production, discover or develop markets, and enhance environmental benefits.

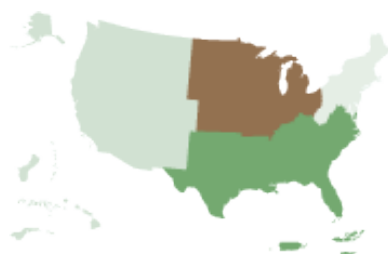
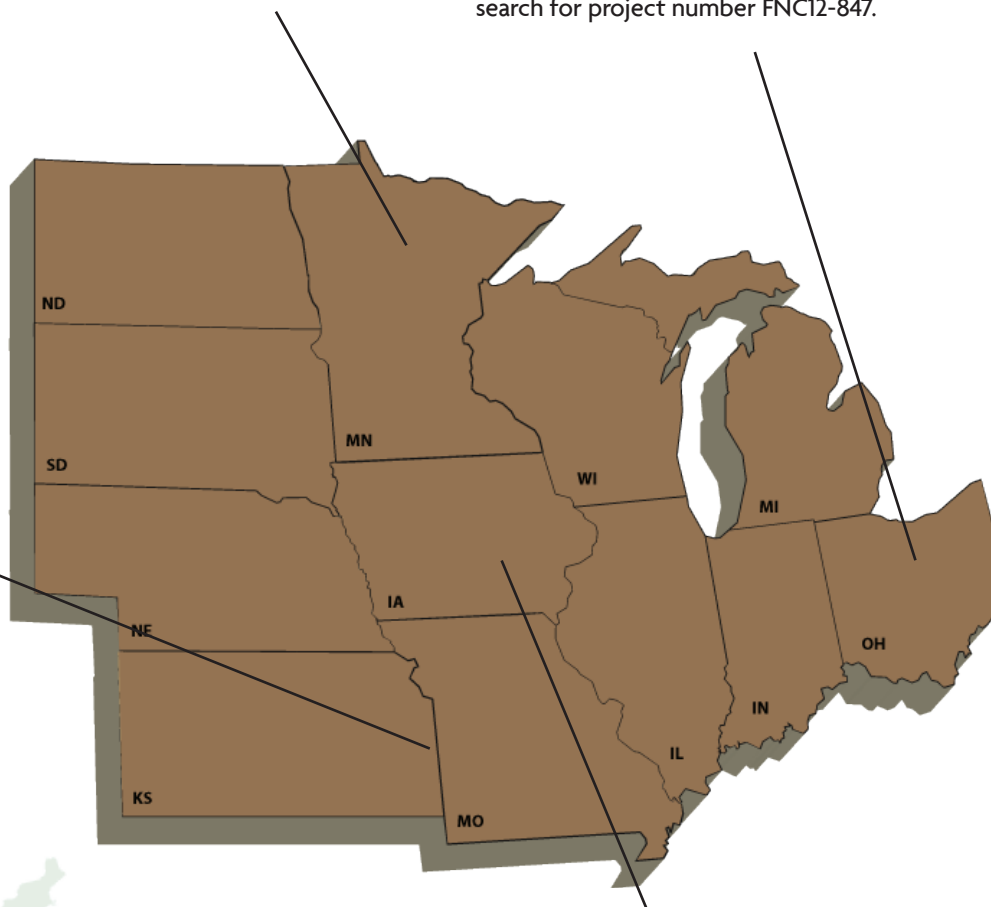
NCR-SARE Project Sampler

To view SARE's entire business planning portfolio, or just the North Central Region's, visit <https://projects.sare.org>. For selected NCR business planning grants, see the reverse side.

With SARE support, the Sustainable Farming Association developed curriculum and tools to help farmers learn to adjust their farm operations to manage farm business challenges. See <https://projects.sare.org> and search for project number LNC12-342.

A producer prototyped a regional scale nut production and processing system. The project included a nut grafting workshop and a pruning workshop. See <https://projects.sare.org> and search for project number FNC12-847.

Kansas City area producers worked to develop and strengthen a cooperatively owned farmer food hub serving the Kansas City region. See <https://projects.sare.org> and search for project number FNC17-1093.



Lutheran Services in Iowa assisted former refugee farmers in Iowa, providing access to land at a training farm and providing culturally and linguistically appropriate education, training, and technical assistance on developing a sustainable farming business. See <https://projects.sare.org> and search for project number LNC16-386.

– NCR-SARE's Business Planning Portfolio

Selected Grants

RESEARCH AND EDUCATION GRANTS

Growing Profitable, Sustainable Farming Business with Beginning Refugee Farmers in Central Iowa

Nicholas Wuertz, Lutheran Services in Iowa, Iowa, LNC16-386, \$200,000

Commercialization of Hazelnuts for Growers in the Upper Midwest

Jason Fischbach, University of Wisconsin, Wisconsin, LNC15-367, \$198,569

When Farming Reality Doesn't Match the Business Plan

Kent Solberg, Sustainable Farming Association, Minnesota, LNC12-342, \$165,294

Developing Successful Marketing Strategies for Elderberry Growers and Value Added Processors: A Model for Specialty Crop Development in the U.S. Midwest

Michael Gold, MU Center for Agroforestry, Missouri, LNC10-324, \$105,427

FARMER AND RANCHER GRANTS

Planning for a Farmer-Farmer Butcher Shop

Liz Brownlee, Nightfall Farm, Indiana, FNC18-1115, \$15,000

Food Hub Development in the Rural Midwest

Katie Nixon, Fresh Farm HQ, Kansas, FNC17-1093, \$22,493

Economic Evaluation of Aquaponics

Jeff Hafner, Iowa, FNC12-861, \$7,475

Growing, Processing and Selling Organic Grape Vinegar and Verjus

Steven Hauff, Three Heart Farm, South Dakota, FNC12-862, \$7,391

Niche Nut Processing Project: Collaborating to Establish Nut Crop Production, Processing and Marketing in the North Central Region

Kurt Belser, Ohio, FNC12-847, \$22,492

PROFESSIONAL DEVELOPMENT GRANTS

Empowering Professionals with Sustainable Farm Law

Rachel Armstrong, Farm Commons, Minnesota, ENC16-151, \$70,613

GRADUATE STUDENT GRANTS

Measuring Farmer Response to Rate of Agricultural Innovation: Experimental Evidence from Michigan

Stephen Morgan, Michigan State University, Michigan, GNC17-244, \$11,979

Why Do They Quit? Identifying Key Determinants of Beginning Farmers' Decisions?

Andrea Rissing, Emory College, Georgia, GNC15-208, \$9,855

Evaluating the Effectiveness of Non-Chemical Management Methods for Reducing Losses in Pasture Forage Quality, Quantity, and Utilization from Canada Thistle

Anders Guruda, US Dairy Forage Research Center, Wisconsin, GNC12-157, \$9,984

Evaluating Interaction of Urban Farmers and Extension Educators in Metropolitan Kansas City

Caroline Tanner, Kansas State University, Kansas, GNC12-163, \$10,000

Needs Assessment for the Establishment of Food Hubs Using Geographic Information Systems

Kevin Duerfeldt, Iowa State University, Iowa, GNC12-156, \$9,902

Updated 2018

For information on more SARE-funded business planning projects search the SARE projects database: <https://projects.sare.org>.



This product was developed with support from the Sustainable Agriculture Research and Education (SARE) program, which is funded by the U.S. Department of Agriculture — National Institute of Food and Agriculture (USDA-NIFA). Any opinions, findings, conclusions or recommendations expressed within do not necessarily reflect the view of the SARE program or the U.S. Department of Agriculture. USDA is an equal opportunity provider and employer.