

# Reducing barriers to success for new farmers

Beginning farmers face an increased need for educational support and networking to remain profitable. Land-grant universities are working to understand and meet these individual and community needs.

### Here are a few examples of that work:

- In **Wisconsin**, Extension partnered with 12 agricultural associations and community organizations to facilitate focus groups exploring needs of beginning and early career farmers. They introduced Extension Farm Pulse, a self-paced, online course for farmers interested in learning how to use their financial data to explore their business decisions and assist in decision-making. *University of Wisconsin; State Appropriations, Smith-Lever. See [full statement](#).*
- With 42% of the state's farms managed by individuals with less than 10 years of experience, **Connecticut** faces challenges with new and beginning farmers who often lack the resources and knowledge to succeed in agricultural operations. To address this need, Extension's Solid Ground program has provided training, mentorship and technical support to more than 1,500 beginning farmers over the past decade, with 85% reporting an improvement in farming practices and financial stability. *Connecticut Cooperative Extension System; Other USDA competitive, Smith-Lever. See [full statement](#).*
- In the 2022 U.S. Census of Agriculture, **Indiana** had 26,428 producers identified as new/beginning. While many Indiana farms have had to expand to remain profitable, expansion may not be an option for new and beginning farmers. Purdue Extension's Small Farm Education Field Day reached over 100 growers, sharing solutions to increase productivity. Over 300 participants joined the Indiana Small Farms Conference, which provided education and networking opportunities for small-scale and beginning farmers. *Purdue Extension; Smith-Lever. See [full statement](#).*
- For many new and beginning producers, the first step in their farm business is selling directly to consumers through farmers markets and community supported agriculture. As these producers grow

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The National Land-grant Impacts Database (NIDB) documents the individual and collective impacts of the national Land-grant University System of joint research, education and Extension. Much of this work is supported by capacity and competitive funds through the USDA's National Institute of Food and Agriculture.

This document was prepared by the NIDB communications team. The Association of Public and Land-grant Universities' Board on Agriculture Assembly manages the NIDB.

The header features a purple gradient background with the text 'Agricultural Systems' in white. To the right, there is a photograph of a person's hands holding a bunch of fresh green leafy vegetables, likely lettuce or spinach, in a field setting.

## Agricultural Systems

and diversify their products, transitioning to larger local and regional food businesses and schools can be a significant challenge. To address this challenge in **Colorado**, Extension hosted the Farm2LocalBiz Networking Event, bringing together 30 producers who showcased and offered samples of their diverse agricultural products to 50 food business representatives. A complementary educational program was tailored to both producers and food buyers. *Colorado State University Extension; Other USDA competitive. See [full statement](#).*